Connecticut INDUSTRY

MAY 1956

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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 34 - NO. 5 - MAY, 1956

L. M. BINGHAM, *Editor*

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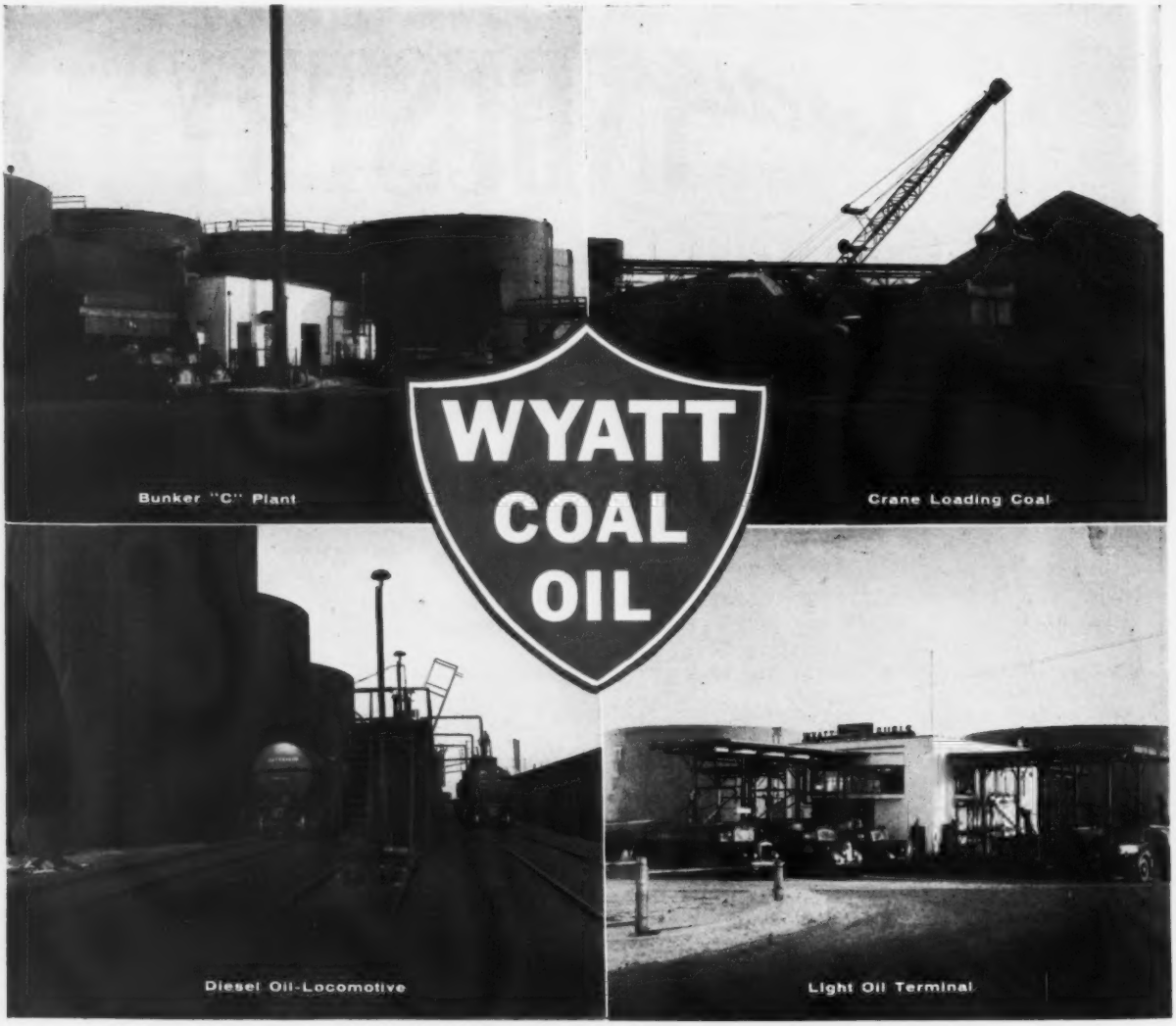

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The deputy Kris Kringle in charge of printing is really worrying these days. He knows Connecticut Printers can rush out work if the customer needs it, but he knows also that the demand on paper mills is getting farther and farther beyond the present production capacity. So forgetting the Yule log and thinking of the backlog, he pleads, "Please, Mr. Purchasing Agent, look ahead, look 'way ahead. Do your Printing Shopping Early."

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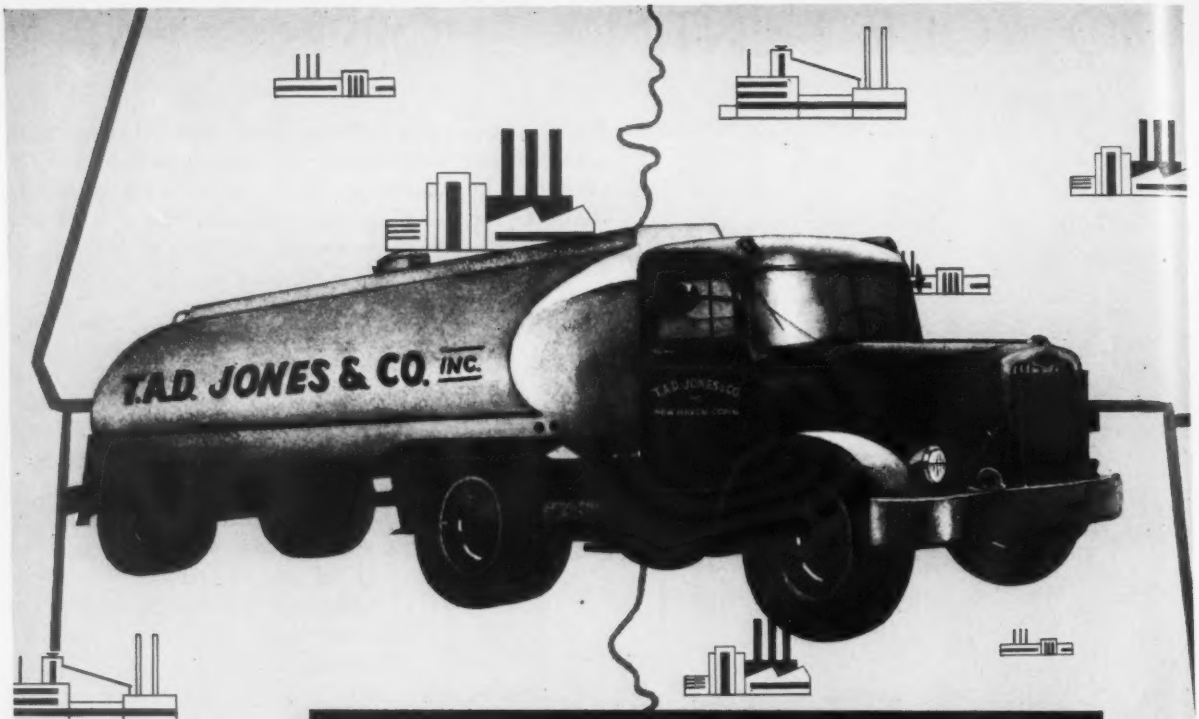

ALL OVER THE MAP!

For thirty years, T.A.D. Jones delivery-trucks have been rolling over the highways of Connecticut and Massachusetts, bringing a prompt and dependable fuel-service to the tanks and bunkers of southern New England's industry. While not so conspicuously marked as to source, the volume of our barge- and rail-deliveries has been equally important to this area.

After nearly a generation of such usefulness, T.A.D. JONES & COMPANY is naturally equipped to maintain and enhance its name for serviceability. Today our bulk storage of Bunker "C" Fuel Oil, Bituminous and Anthracite is among the most extensive in New England, like our facilities for delivery. ...And they are all as *handy to you as your telephone!*

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A Ten Year Look
At The Manpower Situation

By GEORGE L. TODD, *Vice President and Controller*

The Bullard Company, Bridgeport, Conn.

THE want-ads of our Sunday papers have pages of cleverly worded ads all evidently intent on enticing some engineers away from their present jobs to greener fields elsewhere. The shortage of qualified engineers evidenced by this type of recruiting is not new but it will be with us for many years to come and poses some problems which should have immediate attention.

A recent publication issued by the Tax Foundation forecasts the scale of public spending by all levels of Government in 1965. In developing its predictions on spending, it starts with a table which projects population trends by age groups from 1953 to 1965 taken from Bureau of Census estimates. One item in this projection is startling, namely, that the 25 to 45 year age group will decrease by 1965—not as a proportion of the total but in actual numbers. Furthermore, the forecast for this particular age group is probably the least speculative of any of the groups, since it is not affected by the birth-rate nor to any great extent by the increase in life expectancy.

This picture poses a real problem for industry, which problem stems from the fact that the most productive age group of our population will be decreasing in a period when the demands, created by a sharply increasing school-age population and an over 65 age group, will continue to increase. It is from this group (25 to 45 year) that we must obtain the large number of teachers required for our expanding school systems, and it is this group which industry must look to for engineering and scientific skills. A shortage in these latter skills already exists and it is almost a certainty that no relief can be expected from any diminution in military projects, an area which is already absorbing a large proportion of available man-power in this category.

If this is a real problem for industry, and it appears that it is—what is the solution? Some may say that the law of supply and demand will take care of it, and it probably will in time. It takes years to make an engineer. The motivation which inspires a young person to follow an engineering career comes during the secondary schooling or if not, it takes a longer period of higher education to reach the goal. Inter-area recruiting may help meet individual industry needs, will certainly shift personnel around, but will not create any more engineers, and neither will the boosting of pay scales beyond reasonable levels. This latter practice may even prolong the problem, since it may tend to draw people from the teaching profession, an area where an adequate and competent staff is so badly needed in the training of our record school-age population.

What then is the solution? It would appear to be in making the best use of the man-power we have. During World War II industry faced a problem of marked shortage of skilled men. This was met by training programs and to an equal degree by breaking down jobs to allow better use of skills available. In many places skilled workers were applying much of their time on work which less skilled men could do. The using of these men to help supervise and train relatively unskilled men got the job done in record-breaking volume. Would it not be possible to use the same technique with our engineering staffs? Properly trained technicians could probably take over a large portion of the routine work on which we now employ engineers, thus increasing the time available for tasks requiring strictly engineering training.

Our college presidents are almost unanimous in their opinions that less than half of those best qualified intellectually for higher education go on to college. The statement has been attributed to President Griswold of Yale, that of the top quarter of our population in intellectual ability, forty per cent stay out of college for lack of motivation and twenty per cent for lack of money. If all this be so, and the authoritative source makes it almost a certainty, then there must be a wealth of latent talent right in our own industries. The searching out and training of this latent talent is a big task, but it can be a very rewarding one. It is something by which every supervisor and personnel man can make a real contribution to our progress in this present decade.

Mr. Todd, author of this month's guest editorial, began his business career in the accounting field in 1916. After serving in the Infantry from 1917 through 1919, he became sales manager of an automotive distributing company in Cuba where he served until re-entering the public accounting field in 1923. He joined The Bullard Company as assistant secretary and assistant treasurer in 1930. He became controller in 1938, a director in 1941 and vice president in 1946. A few of his business connected affiliations are: member and past president of the Bridgeport Chapter of National Office Management Association; a member and past president of Bridgeport Control, Controllers Institute of America; treasurer of the Manufacturers Association of Bridgeport and national director of the Controllers Institute of America; a member of the Accounting Council of Machinery and Allied Products Institute. He is also a member of the Board of Finance for the Town of Fairfield, member of the Board of Deacons, First Church of Christ, Fairfield and a member of the Board of Deacons, First Church of Christ, Fairfield and a member of the Algonquin Club, Bridgeport

NOBLEWEST

MASTERS OF METAL MARKING

HERE, in this building, a team of engineers and skilled craftsmen all play an important part in the constant improvement and production of Noblewest marking equipment.

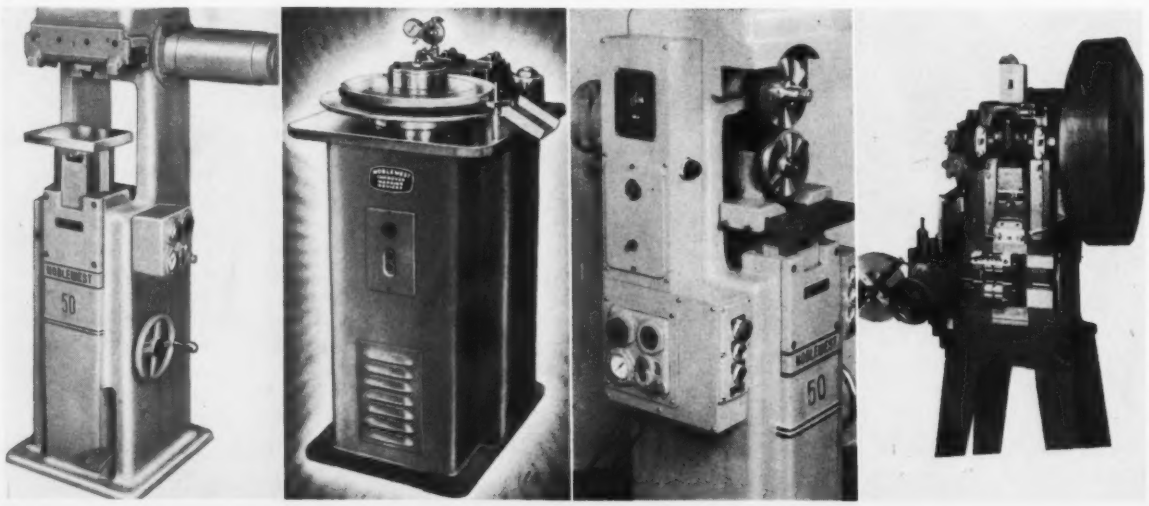
FIFTY years ago, on March 12, 1906, the late George Westbrook and Richard H. Noble started what is now known as the NOBLE AND WESTBROOK MANUFACTURING COMPANY. The first products manufactured by this firm were steel and rubber stamps. Today, under three generations of the same ownership, this small two-man shop has become one of the country's leading manufacturers of metal marking machines and tools dedicated to the task of helping manufacturers solve their marking problems with new machines and methods for faster, better marking . . . at lower production costs. Their famous slogan "Mark It Best With Noblewest" serves as a constant reminder both to themselves and their customers.

In order to appreciate fully the achievements and contributions by the NOBLE AND WESTBROOK MANUFACTURING COMPANY to industry during this half century, we must consider the ever increasing vital role that marking is now playing throughout all industry. With the amazing acceleration of industrial production, especially during the past two decades, marking has become an essential part of manufacturing and sales. It is a vital link from raw materials to ultimate use. The small business first located at 177 Asylum Street in Hartford, prospered from the start and soon outgrew its quarters. When the marking machine business of the Dwight-Slate Machine Company was acquired in 1913, the Company began to manufacture marking machines as well as other marking equipment.

As a pioneer in the field, the young firm concentrated its energies on the design and production of the type of equipment that would enable industry to mark what it made . . . and mark it permanently.

With the expansion of the Dwight-Slate line and the addition of new Noblewest machines larger quarters were soon needed and, with the incorporation of the business, a factory was built at 20 Westbrook Street, in East Hartford. Today, after four additions there are some 25,000 square feet of space devoted to the manufacture of Noble & Westbrook marking machines, marking tools, metal numbering equipment, precision dies, steel stamps, rubber stamps, metal checks, seals, badges, stencils, metal signs and other marking devices. The outstanding quality of their equipment is attested to by the fact that countless products made by the leaders of industry are marked with Noblewest equipment. For a half a century now, Noblewest has been headquarters for solving metal marking problems . . . designing and building tools and machines for all types of marking. There are three basic permanent marking methods: (1)

SOME OF THE EQUIPMENT manufactured by Noble & Westbrook, left to right, general purpose marking machine; rapid production marking machine, both for roll marking; precision graduating equipment and a marking press for mechanical and pneumatic operation.



THESE are just a few of the many metal parts which can be permanently marked with Noblewest marking equipment.

hand stamping, (2) press stamping, and (3) roll-marking. Each part (work piece) is marked with a die by rolling or stamping under controlled pressure producing an indented inscription. The method and type of equipment used are determined by the type of marking, graduating, numbering, or embossing, and by production quantities and speed required. Today, the company manufactures a complete line of equipment for marking, graduating, embossing and numbering at production speeds up to 15,000 pieces per hour with full automation. A typical example is a new machine, recently developed for a large maker of safety razors that marks razors at the rate of 400 per minute!

Another machine, recently set-up in a Connecticut plant, serial numbers typewriter frames automatically and replaces the former tedious and inefficient hand stamping method. The equipment paid for itself in six months and two operators were released for vital production jobs within the plant.

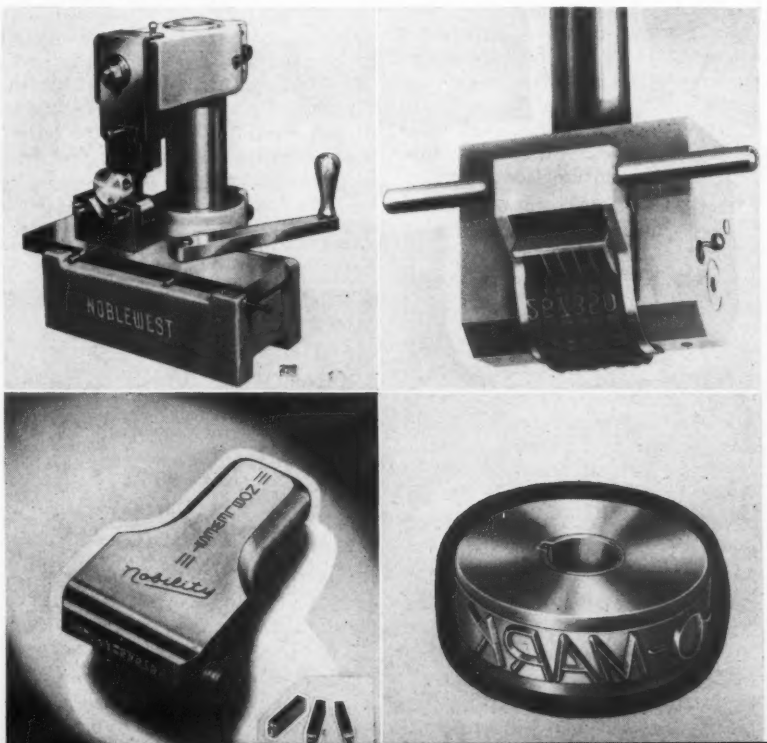
Through constant research and engineering Noblewest is credited with many significant developments in both metal marking methods and equipment. Perhaps the most important is the Roll-Marking Process whereby products of practically any shape are permanently marked with a minimum of strain or distortion. This is achieved by the tangential contact between a roll-marking die and a flat work piece, or a flat die and a round work piece. This Noblewest process is widely used for applying part numbers, trade names, trademarks, date codes and serial numbering. Illustrated in this article are the 8 basic types of permanent marking equipment manufactured by Noblewest.

In the "twenties" Noblewest developed and introduced the first dial type rapid production marking machine all featuring the roll-marking process. Production speeds were dependent

(Continued on page 38)

IT TAKES precision tools to make precision marking equipment.

MORE PRODUCTS carrying the Noblewest name are: Left to right, top, a bench model roll marking machine, automatic numbering heads; bottom, hand marking tools and die for precision marking.



The John P. Smith Company

TODAY, because of the child labor laws, boys of 13 find it difficult to earn money except by doing household chores, mowing lawns, shoveling snow, delivering papers or setting up soft drink stands.

It was different in 1892. Then a lad by the name of John P. Smith of New Haven found work making wire forms used by florists in making funeral pieces. The company employing him was so small that it was often necessary for him to go to the mill supply house, pick up the wire, make up the forms and deliver them to the florists on foot.

Apparently John liked the work—saw a future in learning all he could about working with wire—for he stayed on the job for several years. In order to become more proficient he went to New York where he learned his trade as a wire worker.

Returning to New Haven in 1896 he set up a partnership with Edward F. Smith (no relation), which was operated as the Edward F. Smith Co. for several years. By 1905 he decided to launch his own business, which he started with $700, a rented third floor at 493 State Street, New Haven, and a lot of know-how. Within five years his business had grown to the point where he was forced to expand his operations. He then rented the entire four-story building where he kept 27 employees busy making fabricated wire partitions, window guards, bank grills and cages, wire rubbish burners, milk bottle carriers and fireplace screens.

About 1914 the company started erecting wire fences, at that time using the heavy type hexagonal netting, commonly referred to as chicken wire, and metal posts. In 1921 Mr. Smith, along with five other fence erectors in various parts of the country, was instrumental in the organization of the Page Fence Association. This association is made up of distributors of Page Chain Link Fence which is a subsidiary of the American Chain & Cable Company of Bridgeport.

By 1933 operations had outgrown the State Street location and were moved to their present quarters now owned by the company at 433 Chapel Street. In this six-story building of 27,000 square feet, quarters are provided for a show room, a wire weaving operation, fabricating machines and storage space for large quantities of wire of many sizes for most any use.

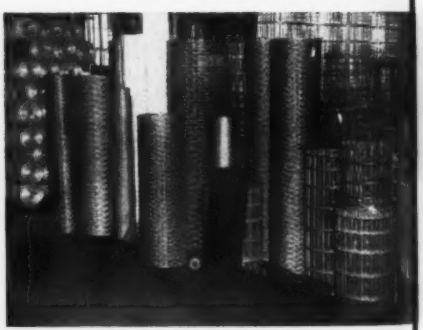
Today, The John P. Smith Company, as it became officially known after incorporation in 1921, manufactures wire dipping baskets, wire cloth, wire fireplace screens, wire window guards, wire fences, and wire partitions. Each of these products has many variations.

Smith dipping and plating baskets are known for their durability and workmanship. Wire cloth for the manufacture of baskets is woven in the factory from a variety of metals including: steel, brass, copper, aluminum, monel, nickel chromium, hot galvanized steel, and stainless steel. New alloys are being continuously tested to develop new uses for dipping baskets and improve existing products.

Wire Dipping Baskets

Dipping baskets are custom made to suit the use made of them and the conditions of temperature and acid to which they are subjected. The John P. Smith Company is prepared to recommend the right metal for resisting alkaline solutions, or sulphuric, nitric, or muriatic acids. These baskets are made in thirty different styles which have proved to be the most adaptable to a variety of plating, dipping, pickling, drying, washing, hardening, and carrying operations. Specially designed baskets are also made to order.

ENTRANCE to the factory and office of The John P. Smith Co., on Chapel Street in New Haven.



A CORNER of the stockroom at the John P. Smith plant, showing netting and lawn fence fabric.

PRODUCTS of the company were displayed at the Progress Exposition sponsored by the Manufacturers Association of New Haven County.

Wire Cloth

Wire cloth finds its way into literally hundreds of applications in industry, the home, and out-of-doors. Common industrial uses are filtering and screening impurities. In the home, wire cloth is used to keep insects out of the house, yet allow fresh air in. And out-of-doors, the heavy gauge, wide mesh steel fences are used by home owners, around playgrounds, factories and wherever a fence is desired.

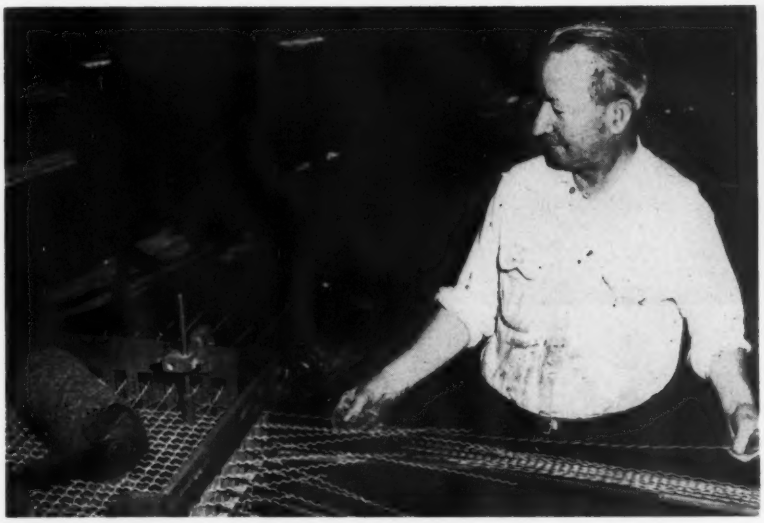
The ordinary observer might not associate the word "cloth" with a metal product, but this is the proper term and for good reason. Textile cloth is woven on looms by weavers; so is wire. The John P. Smith Company has several wire cloth looms at the factory. They are power looms adjustable to the weaving of wire into cloth having from a 2 to 30 mesh count.

The terms "mesh" and "space" are most important to the wire cloth user. Mesh means the number of openings or holes in the wire cloth per linear inch. Space means the actual size of the openings or holes measured across one edge of the opening.

The company can supply wire cloth with a mesh count as fine as 200 openings per linear inch, or a total of 40,000 openings per square inch. Such a wire cloth is so fine that water will not pass through it, except under high pressure. The individual strands of wire are smaller in diameter than a human hair. Wire cloth like this is used in the manufacture of cosmetics. To stagger the imagination, wire cloth can be made up to 325 openings per linear inch. Sizes vary from the very fine up to a mesh of one opening per linear inch. Special sizes are woven to order.

Guards and Partitions

The business started with these products, which are still made to order. The line of products in this category now includes door guards, machinery guards, and enclosures. Guards and partitions are made of a heavy wire with a diamond shaped mesh. Chanel iron or round iron frames are used for support.



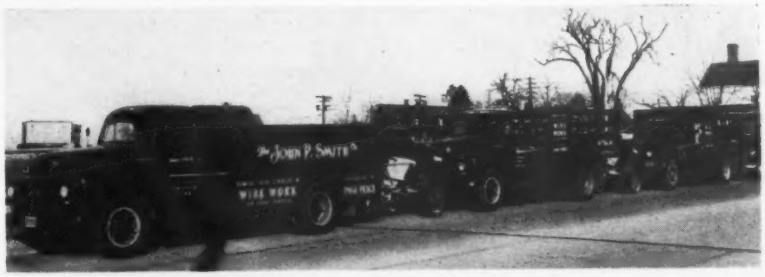
DIAMOND MESH is being woven on a semi-automatic power loom. Operator is Alex Teta, who has been with the company for 35 years.

THE COMPANY'S employee with the longest service, Andrew Vanacore, is shown weaving diamond mesh by hand.

Wire Fences

The John P. Smith Company is the exclusive distributor for Page Chain Link Fence for New Haven, Windham, and Tolland Counties in Connecticut. Four skilled crews are kept busy in the

(Continued on page 43)



A FLEET of trucks is maintained by the company for delivery and installations.

MARTIN EBEL, shop foreman, with over 39 years of service, is finishing some wire dipping baskets used for heat treating.

ALL CONNECTICUT Junior Achievement centers have banking facilities. The Hartford Achievers' bank is sponsored by the Connecticut Bank and Trust Co.

ACHIEVERS often have to make their sales in the evening. In this photo (left) we see one of the Bridgeport achievers promoting safety, and at the same time selling his product, a "Danger-Slow" sign, which is part of a safety kit to reduce accidents.

Salesmen and Industrialists- Teen-Age Style

"MRS. SMITH, will you have the one-quart or the two-quart size?"

"Mrs. Jones, do you like the red or the green shade?"

"Mrs. White, do you like your name in black print or script?"

And so the young salesman of Junior Achievement closes his sale. This technique, to the dyed-in-the-wool salesman, is nothing new, but to a teen-age salesman it is a revelation. Selling never seemed so easy, and if you ask him, he will be positive that he has discovered something new in the way of selling and that a customer never fails to buy when you give him a choice . . . well, practically never ! ! !

This year more than 1600 teen-agers in Connecticut are getting this experience along with the knowledge that costs must be kept down if a corporation (Junior Achievement style) is to make a profit. He also learns there is no substitute for quality in a product and that hard work in our true American tradition has its rewards.

Since 1945, when Junior Achievement was first brought to Connecticut through the efforts of Alfred C. Fuller, Chairman of the Board of Directors of the Fuller Brush Company and one-time president of MAC, and Herman W. Steinkraus, Chairman of the Board of Directors and President of the Bridgeport Brass Company, Junior Achievement has grown and prospered so that it is now established in the three largest cities in the State—Hartford, Bridgeport, and New Haven. Other New England communities participating are Springfield, Pittsfield, Boston, Lynn, Salem, New Bedford, and Fitchburg in Massachusetts, and Providence, Rhode Island.

The Junior Achievement program is designed to give high school students a knowledge and experience in business and industry prior to taking their first permanent job.

In Junior Achievement the high school participants learn the responsibilities of corporations, and of the profit incentive that makes our way of business succeed. They organize miniature corporations, complete in every detail from the selling of stock to acquire capital, through the liquidation of the company. The average Junior Achievement company capitalizes at about $150, and after deciding on a product, actually manufactures the product with the hope of producing it within a certain cost so that they eventually can make a profit. The young industrialists soon find out that there are many items included in the cost, such as wages, overhead, as well as materials—all necessary to put the product on the market.

Once a month each company meets its payroll with wages ranging from 15 to 25 cents per hour. In order to evaluate the progress of the company and make policy decisions, they have regular board meetings the first week of every month. Junior Achievement, besides giving its youthful members an insight into corporate business, also yields many other by-products such as the development of leadership, the assuming of responsibility, the understanding of the human-relations necessary for a successful business venture.

At the beginning of the program year high school students hear of Junior Achievement through school assemblies, and last year more than 4000 juniors and seniors in high school applied for membership in the Connecticut program. Due to limited facilities, there were only 1600 of these brought

into the organization, forming 84 Junior Achievement companies. This represents better than a 50% increase over the number who participated last year. What's more important is that these young people attend their Junior Achievement business and production meetings regularly, attaining close to a 90% average atendance at three centers in Connecticut.

The list of industrialists serving on the Junior Achievement Boards includes a large number of the prominent businessmen and industrialists in the State, too numerous to mention here.

In sponsoring Junior Achievement, the industrial firms provide three volunteers who serve as advisers to each of these young corporations. They do not run the groups; they are there as consultants and advise the teen-agers on matters of administration, production, and sales. Advisers very often will permit the Junior Achievement company to learn its lesson by a mistake. The errors sometimes made will often give the company an added push, as the effort to recoup by these young people is very often doubled after they see the results of a business mistake. In permitting these mistakes, the adviser does not always set them as a trap; more frequently will caution, even though allowing the young concern the freedom of decision.

Among the Junior Achievement companies presently operating in Connecticut, those in Hartford are sponsored by: Connecticut Bank and Trust Company; Pratt & Whitney Aircraft; Connecticut General Life Insurance Company; Emhart Manufacturing Company; Ætna Life Insurance Company; Colt's Patent Fire Arms Manufacturing Company; Southern New England Telephone Company; Connecticut Mutual Life Insurance Company; Greater Hartford Junior Chamber of Commerce; Phoenix Insurance Company; Underwood Corporation; Arrow-Hart & Hegeman Electric Company; Travelers Insurance Company; Sage-Allen & Company, Inc.; Whitney Chain Company; The Fuller Brush Company; The Hartford Fire Insurance Company; Hartford Machine Screw Company; M. H. Rhodes, Inc.; Veeder-Root, Inc.; Plax Corporation; Allstate Insurance Company; Pratt & Whitney Company Inc.; The Graphic Arts Association of Connecticut; Allen Manufacturing Company; Royal Typewriter Company, Inc.; Trumbull Components Division of GE; Allen D. Cardwell Productions

(Continued on page 57)

TWO BRIDGEPORT Achievers approach R. A. Aspinwall, assistant general manager of Sikorsky Aircraft, to purchase one of their waste baskets.

TIME is important to all Achievers. Here the personnel manager and treasurer compile records from time cards so that wages can be calculated for their Junior Achievement company.

MEMBERS of Elm City Handicraft Company, sponsored by the New Haven Railroad, manufacturing wooden novelty pump planter.

Can *Isotopes* Improve My Business?

By PAUL J. ROSENBAUM,* *Chief Physicist*

Industrial Nuclear Radiation Consultants, New Haven

In this atomic era when predictions are rife about peacetime jobs that may be accomplished by the atom, CI wanted to pin-point some immediate and practical applications that are being made or may be made of this new "wonder tool" in industry. Mr. Rosenbaum consented to do the job. He sets forth in this article a number of known applications for radioactive isotopes, and hints that the number of additional profitable applications will be limited only by the imagination of management and a consulting physicist working with them.

IT IS a generally acknowledged fact that we are living in the Atomic Era. It is an age of atomic bombs and atomic power; of nuclear energy and nuclear radiations; and of radioactive isotopes. To the average industrialist, it may appear that all this is interesting but of little or no concern to him and his particular product or service. His reaction may be that atomic energy and radioactive isotopes are promising things, for the future.

Value To Date

That this may be a false illusion is suggested by a recent report of the Atomic Energy Commission. There are more than 1300 industrial plants utilizing radioactive isotopes in more than 4000 applications. Speaking of the use of radioisotopes in industrial process control (only one of the broad categories of radioisotope applications) AEC Comissioner Willard F. Libby stated that American industry saved at least $100 million last year. In the next five years it can be estimated that the savings will exceed $1 billion.

Far from being a nebulous potentiality, radioisotopes are in fact, down-to-earth. They have practical dollars and cents applications. They can and do improve present day products. Products can be made more quickly, easily and at less cost.

PAUL J. ROSENBAUM

Isotopes can furnish information unavailable by any other technique. They can do things and perform reactions not possible otherwise. They represent a new technological tool. The medical profession discovered this fact ten years ago. As a result more has been learned through medical research in this interval than in the previous 50 years. Of course it would be impossible to gauge the value of radioisotopes when used in humans. Literally tens of thousands of persons have been benefitted in one way or another.

Perhaps of greatest importance to the industrialist is the fact that established products are in danger of being supplanted by new or better products created by the imaginative application of radioactive isotopes. Granted then, the present day health and wealth value of radioisotopes—three questions logically follow:

What are radioactive isotopes? What are some of their unusual characteristics that make them so potentially useful? What are some of the practical applications presently employed in industry?

Definition

Stripped of its mystery and misconceptions, an isotope is an atom. All ordinary matter consists of atoms. An atom is the smallest particle of matter which will exhibit specific chemical characteristics. Scientists now know that there are about one hundred different families of atoms, called elements. For example, carbon is an element. It has in its family four different atoms. Chemically they all react similarly but physically they differ in that their weights are not alike. Thus isotopes are different atoms of any one element.

Normally the atoms we deal with are stable in an energy sense. However, some atoms, because of their internal or nuclear structure, possess an excess of energy. They want to rid themselves of this abnormal energy and do so by giving off radiations (of types beyond the scope of this article). This process is known as radioactivity. Radioactive isotopes are, therefore, atoms with an excess of energy which is manifest by the nuclear radiations they throw off. IT IS THE NATURE OF THESE NUCLEAR RADIATIONS THAT REPRESENTS A TOOL OF TREMENDOUS USEFULNESS TO INDUSTRY, TO MEDICINE, TO AGRICULTURE.

Nuclear radiations per se are in-

* *The author of this article, after graduating from the University of Arkansas and doing graduate work there and at Oak Ridge, Tenn., organized and directed the radioisotope laboratory at the University of Oklahoma Hospitals and became consultant to the Medical Division of the Oak Ridge Institute of Nuclear Physics. Since 1952 he has been an instructor at Yale, a consulting physicist to several hospitals and companies in Connecticut. He is a member of the American Physical Society and Federation of American Scientists. He also gives talks on the applications of radioisotopes to industry and medicine.*

visible, odorless, tasteless, and in fact cannot be detected by any of the human senses. This particular characteristic has given rise to a multi-million dollar radiation detection and nucleonic instrumentation industry.

Of great importance, some of these radiations have the ability to penetrate into and through solid matter regardless of its thickness or nature, if a sufficient amount of radiation is present.

Astounding perhaps, is the fantastic sensitivity associated with the detection of infinitesmally small quantities of radioactive material. For example, it is a relatively simple thing to "weigh" or determine how much of an amount of material is present, even if the amount is in the neighborhood of a ten thousandth of a millionth of a gram. By measuring its induced radioactivity, it is possible to test for impurities in a product rated at 99.999% pure. How pure can you get!

Given a sufficient amount of nuclear energy, the ultimate effects of the interaction of nuclear radiations with matter is to produce some alteration in either a biological, chemical or physical system. The magnitude of alteration is influenced by a multitude of factors. It is of interest that it requires remarkably minute amounts (gravimetrically) of the radioisotope to cause some of the extremely profound effects known to occur.

DUPLICATE EVIDENCE of the impact made by the utilization of isotopes in Connecticut industry is shown here. A laboratory technician is determining how much radioactivity is present in a particular product. She could also ascertain the kind of radiation and if necessary the variation in rate of radiation. The bottom instrument is a nucleonic scaler, the top a nucleonic count rate meter.

Possible Uses

In essence, in recording one specific radiation we are recording the presence of one individual atom, in this case, radioactive. This lends itself to an unheard of sensitivity of detection in dilution analysis. It is now possible to determine the dilution of a material in solution in the ratio of one to several trillion.

The industrial applications of radioactive isotopes lend themselves to classification into three broad groups. First is their use as tracers by tagging techniques. Herein different isotopes possessed of different physical characteristics are employed in a manner so as to measure such things as flow of liquid in pipelines; diffusion in solids; wear resistance of floor wax and paving asphalt and even firebrick lining; the wear and life of cutting tools; the amount of abrasion and friction and lubrication efficiencies of simple and complex mechanical devices; the absorbency of cotton; the efficiency of soaps and detergents; thickness of deposits on metals as in plating operations; ion sorption on solid surfaces; vapor pressure of metals; migration of dye or components of a dye in any vehicle; location of leaks in radiant heating systems or any underground conduit.

This enumeration can only be a rather abridged listing of the many uses of radioisotopes as tracers. Undoubtedly, many uses are company secrets and not divulged. Furthermore, almost all applications permit change per se, rate of change and magnitude of change to be determined. The significance of this to an industrialist is directly proportional to the number and degree of complexity, of the various processes he must control in manufacturing his product.

The second broad category of isotope usage stems from the ability of nuclear radiations to penetrate matter to varying degrees. This permits variations of density or thickness to be measured with excellent precision. The time required can vary from a fraction of a second to several minutes depending upon the nature of the object being measured. Thus cigarette firmness; thickness or density of sheeted materials, be it metal, plastic, paper or cloth, liquid or slurry; height of liquid level in beer cans or storage tanks and even depth of a snowfall can be ascertained. Perhaps most popularly, isotopes can be used for radiographic purposes as a portable device for detecting flaws and defects in castings, forgings, etc.

The third group of uses comes about as a result of the effects produced on various materials by nuclear radiations. A tremendous amount of effort is being expended in this direction by many organizations. Radiations have been used as a means for eliminating static electricity, for exciting phosphors in instrument dials and self-luminuous signs and for producing ionization in electronic tubes. The potential ability of nuclear radiations to sterilize or preserve or extend the shelf life of pharmaceuticals and foods is being closely studied. The ultimate effects on oil and petroleum products is receiving much attention. Even the chance that nuclear radiations may produce hybrid plants that will grow bigger and better grains, vegetables and fruits is being actively pursued.

It is apparent at this point that the applications of radioactive isotopes extend through the entire spectrum of industrial activities. Whether isotopes can be applied to any one particular process or problem depends upon the curiosity of the industrialist in seeking an answer, and the availability of an organization with the facilities, know-how and imagination to provide it.

Introducing Your New Product

By A. D. CRONK and MARGARET REID

This is the third and final article in a marketing series dealing with the development, market research and introduction stages of a new product. The series constituted a writing project by the Connecticut Chapter of the American Marketing Association. A. D. Cronk, Promotion Manager of the Patent Button Co. and President of the Connecticut Chapter, collaborated with two other members of the AMA on the first article, wrote the second and collaborated with Margaret Reid, Market Development Dept., Monsanto Chemical Co., Springfield, Mass., in writing this final article.

ARE you sure your new product is ready for the market? You had better check your calculations carefully. Statistics show that 97 out of every hundred new products put on the market are failures. Even among the largest corporations, who back their new products with ample capital and specialists in product development, the mortality rate is four out of every five. This is a very discouraging picture, yet you and other Connecticut manufacturers must have successful new products if your company is to survive.

Why Do Most New Products Fail?

These are the most commonly stated reasons:

1. Inadequate market knowledge.
2. Not enough financial backing.
3. Incomplete product development.
4. Lack of a logical marketing program.

Most important of these is a well planned marketing program. Without such planning, a new product is offered for sale in helter-skelter manner, selling efforts are weak and scattered. Usually nothing of practical value is learned from the early successes or failures of the product. On the other hand, a sound marketing program includes a thorough knowledge of specific markets and financial demands. Initial sales of the product to each market is considered a test of that market and a careful record is kept of the successes or failures of the product in each market. Your best chance of success lies in getting adequate facts about the potential markets for your product and in working out a program that will sell the product to these markets.

Who Might Buy Your Product?

When you were developing your product, you must have had certain types of customers in mind. Make a list of these and any other types of consumers or industries who might buy and use your new product.

How Big Is The Total Market?

If your product is to go to consumers, describe the various types in as much detail as you can. The better you are able to identify the various groups of consumers, the more accurately you will be able to arrive at the total market potential for products similar to yours. In your description be as specific as you can about geographic locations and prices paid for products like yours. The U. S. Dept. of Commerce and many general magazines have detailed studies which will give you statistics about consumers.

If your product is to be sold to other industries, follow the same steps but describe types of industries rather than types of consumers. You should become familiar with The Standard Industrial Classification system which is commonly used when describing types of industries. Once you become familiar with this system of classification, you will find it much easier to use the industrial data supplied by the Dept. of Commerce, trade associations and industrial trade papers.

What Is Your Target?

Unless your new product is very limited in its application, you will have described several groups of consumers or industries who might use it. Some of these will be much larger than others, and some will be much easier to sell to than others. It is often very wasteful to try to introduce a new product to all potential markets at one time. Therefore, your next step is to select those markets which you think will give you a reasonable return and which can be reached by a readily available method of distribution.

The Marketing Program

Specific details of a marketing program for your new product will vary depending upon nature of the product. Here is a check-list which covers many points common to all effective marketing programs for products sold to industries. Your answers to these questions will in large measure help to establish a program to suit the needs of your particular product.

1. What are the major markets with respect to size, type and geographic location?
2. Who are the most important potential customers within each of these markets?
3. How much will they pay for products of this type?
4. What services will they expect with regard to installation, repairs and replacement parts?
5. How much technical service will they expect with regard to handbooks, detailed drawings and employee training?
6. What percentage of each of the markets can you expect to capture over an eighteen months period?

If your product is to be distributed through jobbers, dealers or manufacturers representatives, the above questions apply, but you will also want to consider these points:

7. What territorial divisions will best serve the markets?
8. What sales promotional services are expected with regard to advertising, literature and trade shows?
9. What must your policy be on returned goods, cancelled orders and credit for damaged or unsatisfactory merchandise?

(Continued on page 72)

Prospects For Export Trade In Latin America

By HANS H. BOHLMANN, *Export Manager*
The Seamless Rubber Company
New Haven, Connecticut

Mr. Bohlmann, a member and past chairman of the MAC'S Foreign Trade Committee, sets forth in this article his first-hand observations gained during a recent extensive tour of Latin American countries.

WHAT are our export prospects in Latin America for 1956? To answer this question we have to consider that the 174 million inhabitants of that area are rapidly increasing in numbers and they will go on wanting American goods. Besides, their large unsatisfied demand for our products continues to exist today as I have again confirmed on my recent business trip.

Here in the United States industry is always finding new uses for the raw materials it is getting from Latin America, and we seem to have an insatiable appetite for our own manufactured products. This means expanding factories and new factories, many of which need raw materials from Latin America which helps increase our exports. In fact, it is estimated that if the economic growth of Latin America continues at the present annual rate of nearly 4%, the purchasing power of this area is bound to increase greatly in the next decade along with a foreseeable increase in United States exports of possibly 50%!

While our total imports in 1956 from all over the world are expected to rise somewhat, lower coffee prices caused by overproduction may bring down our imports from Latin America slightly as compared with last year. However, high priced ores such as copper, lead and zinc may balance any reduction in earnings caused by reduced coffee prices. So it is quite possible that our exports to the 20 Latin American republics may even show a moderate increase over last year.

Sizing Up the Market

In sizing up his sales potentials the Connecticut exporting manufacturer may be able to make use of some of the impressions I gathered recently by applying them to his situation.

HANS H. BOHLMANN

To begin with, frequent trips abroad are essential for greater sales, especially now that our foreign competitors are scurrying around with ant-like industry trying to get the business away from us. Well planned sales trips to offer products at competitive prices and reasonable payment terms will help meet the threat of competition. Lower prices for our goods are sometimes possible by simplifying or eliminating superficial trimmings.

For assistance with marketing problems abroad, the export manager or his representative can call on the commercial departments of our embassies, legations and consulates. They can supply valuable information to supplement that which is obtainable from commercial credit organizations and overseas branches or correspondents of American banks.

Mexico

Starting off with Mexico, her industry is putting more irons in the fire. It is therefore is less vulnerable to fluctuations in the value of individual commodities. Mexico now produces all the oil she needs and some crude oil is now being exported.

Imports of machinery and equipment, especially in the category of capital goods, are in great demand. Consumer goods, however, do not get this hearty welcome. Her share in this prosperous market is being steadily reduced due to high duties when similar articles are being manufactured locally. In such cases it is often possible to get back into the market through some sort of local manufacturing venture. This is true in most of the Latin American countries, and, if carefully planned, such enterprises can give excellent returns on the investment.

Brazil

Brazil dropped from our third most important Latin American market in 1954 to an estimated fifth place in 1955. Hence we cannot expect too much improvement this year. Apart from her short-term and medium-term obligations and other factors, the country's balance of payment difficulties cannot be solved satisfactorily as long as she has to spend foreign exchange for imports of petroleum products now amounting to US$230 million per year or more.

Until now local petroleum production is supplying only about 2% of the country's needs and oil exploration is in the hands of PETROBRAS, a government monopoly, which as I was informed was then exploring a field in the Aamazon valley. If large deposits are found, lack of sufficient capital may possibly bring about an invitation to foreign oil companies to negotiate contracts, in spite of the slogan "PETROLEUM IS OURS," which has so influenced public opinion that foreign oil companies have heretofore been kept out.

Meanwhile Brazil is fortunate in having by far the largest hydroelectric resources of any country in Latin America, but to put these to work to a suf-

ficient degree will take time and a lot of capital investment. Iguassú Falls, 2½ miles wide and much higher than Niagara, belonging partly to Brazil and partly to Argentina, suggests a spectacular source of power if the harnessing of it for industry can be worked out.

Argentina

Talking about Argentina, the branch factories of American companies in Buenos Aires, along with the rest of the local industry, are still handicapped by rationing of electricity which obliges them to have their own diesel engines to generate more power. Electric power generally is being manufactured from imported coal. Steps are being taken to give Buenos Aires additional electricity from a new power plant in San Nicolás, about 100 miles away, which is soon expected to be completed.

Argentine petroleum production, so far, is a very small and intensive development of deposits that have been found in the South to be badly needed. It seems that public opinion may make it difficult for the present government to conclude arangements with foreign oil companies. On the other hand, since only such companies, operating on a world-wide basis have the enormous resources necessary for extensive exploration and development, perhaps a solution may be found to this problem before long. If ample deposits are found, the country could reduce, if not save altogether, the heavy expenditures for imports of petroleum products now running at about US$130 million per year. This would permit greatly increased imports from the United States. Even now our prospects are very good for exports of machinery and equipment and the country's needs for these have recently been estimated at US$1.2 billion for the next 3 years in order to modernize and increase production. To help pay for such imports, foreign credits will be needed. Of significance is the action of the Chase-Manhattan Bank and the First National City Bank of New York in placing at the disposal of Argentine importers credits amounting to US$30 million for immediate purchases in the United States.

Colombia

In considering Colombia, as long as coffee accounts for about 82% of the country's total exports, she will continue to experience recurring dollar shortages on the downward turns of the world market price of this product.

Another 13% of Colombian exports represent petroleum products, and the remaining balance of about 5% only represents all other exports. The country is making strenuous efforts to expand existing and developing new industries which will help save foreign exchange. To stimulate further industrial development United States investors may now get guarantees from Colombia that their income from local business ventures can be converted into dollars. A contract has recently been concluded by the Cities Service Company for joint petroleum exploration with the Colombian government.

As far as our export prospects in Colombia are concerned, we can expect little, if any, improvement during the current year because reduced exchange earnings and the substantial backlog of past-due commercial obligations to United States exporters would not seem to justify a relaxing of existing import controls within the near future.

Venezuela

Venezuela's wealth goes on supporting her tremendous public works program, and private investors are augmenting economic activity. Her farmers are growing more food all the time for the country's consumption, and plants for manufacturing an increasing variety of consumer goods are going up very fast. Lively competition for the country's import needs continues.

Peru

Peru, after wallowing through economic maladies that reached a crisis in 1953, has recovered splendidly for which credit is given to the economic consulting firm of Klein & Sachs. As a result of their suggestions, after a period of observation, important changes were effected including a free exchange system. Foreign capital is being reassured as to the security of its investments, present and future, a further inducement being that Peru is habitually against controls of any kind. Peru manufactures a good variety of articles and local industry is growing as in many of these countries. Some of their manufactures include textiles, tires, electric wire and there is a small steel mill at Chimbote.

Chile

Chile, which has been in a depressing economic condition for a long time, is now aiming at a similar recovery as in the case of Peru by means of assistance from the same economists who are now making recommendations. Already the nitrate industry is starting to produce more competitively with its synthetic counterpart. Copper, the biggest export, is selling at high prices, and the new Copper Law is stimulating production.

Chile produces 25% to 30% of her petroleum needs, and a year ago the Petroleum Law was changed to allow foreign oil companies to explore and develop new deposits.

Uruguay

Uruguay's export income is lower due to reduced shipments of meat and a drop in wool prices, but she should still not be neglected as a market for United States products. On the outskirts of Montevideo the First National Exposition of Production has recently opened. It will last for 2 years and is designed to emphasize and further stimulate the growth of local industry.

Paraguay

The Paraguayan inflation continues, but a brigher outlook is anticipated in about 3 years when the country's dollar earnings should be doubled as a result of income from new, extremely fertile plantations started with the aid of our Point Four Program.

Bolivia

With the Bolivian nationalization of the tin mines production has dropped and her economic situation has further deteriorated. As it will not be possible to increase the output without more expensive machinery, the government will probably call upon private companies for help. The ray of sunshine in this gloomy picture is that the government petroleum agency has recently started exporting oil to neighboring countries on a barter basis. The new Petroleum Code invites applications by foreign companies for concessions, and Bolivia is generally encouraging foreign investments in line with the Investment Guarantee Agreement she signed with the United States last September.

Ecuador

Expenditures on national defense in Ecuador last summer, combined with large commercial imports, brought her foreign exchange holdings to a very low point. She has reorganized her economic affairs by drastic import controls.

(Continued on page 38)

NEEDED:
Career File Clerks

"We can look forever for machines to improve work efficiency, but not until we examine ourselves in relation to others will we begin to get on the right track toward a permanent solution."

By WILBERT E. SCHEER
Personnel Director, Blue Cross-Blue Shield, Chicago;
Member of the Board of Directors, Office Mgmt. Assn. of Chicago

A GREAT deal of serious consideration is given to records management as a science. It is essential that we also give some thought to making the work attractive to youth.

What makes records management attractive to those who are presently working in this field? As a vocation, filing and records work has these benefits:

It is permanent. Filing is here to stay, despite the mechanical means which have been invented to sort, record, and make filing easier.

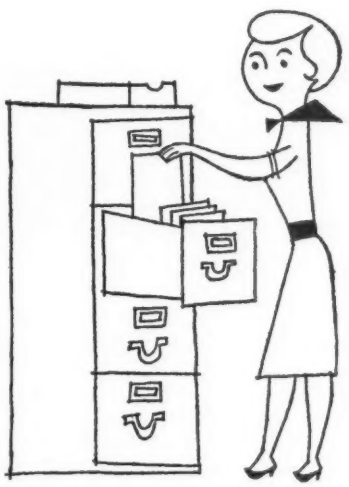
It provides an insight into all phases of business. Even a secretary, whose job is supposed to be more glamorous, doesn't have as broad an area to work in.

It offers an opportunity for individualistic approach to common practices—a chance to develop ingenious deviations from, or skillful adaptations of, standard procedures, to effect improvements or meet changing needs.

The sense of responsibility may be a strong source of satisfaction to many. There is a challenge inherent in these jobs. There are two ways of increasing profits—increasing sales or decreasing costs. Every dollar saved is the same as twenty dollars in sales.

Filing is not dull; it challenges the imagination. Our opportunity is limited by our own vision. We're trying to interest young people in a substantial business. This is no sideline activity; indeed, it is vital to all business.

Making the records career attractive



to youth is a job which consists of two parts: first, we ourselves must believe that it is, or can be, an attractive career; and second, we must sell it to desirable applicants.

How many file supervisors or records custodians have been brought up in an office where the file department is looked upon as a stepchild? File departments seldom get the outstanding applicant but rather the left over, the untrained worker who cannot be fitted in elsewhere because of lack of some office skill.

Maybe being as careful to match the right people to the particular job of filing, as is done in other jobs, might result in better placement. This would make the work attractive to those whose qualify for it.

Job attractiveness is not something we can provide in the form of machines or procedures, however. We don't just acquire an ideal work climate by signing our names to vouchers, or purchase orders. In short, we cannot buy satisfaction for our employees.

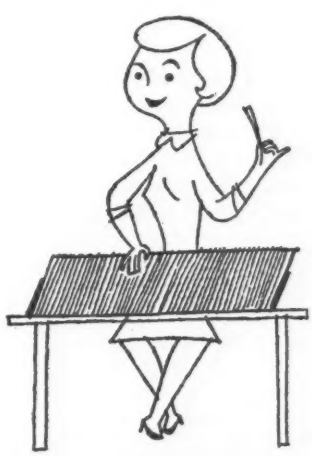
The Key

Here is the real key to making our work attractive to youth. Why should they want to work for us?

Those of us who are parents know from experience that the best thing to spend on children is time, not money. If we want to build a satisfied workforce in our filing departments then perhaps the best thing we can spend on our employees is time, not money.

We must be more than file technicians, or good records supervisors. Above all we must be skilled in human relations. In this electronic age it is

(Continued on page 54)



Reprinted from November-December issue Systems Magazine.

Distribution Cost Analysis Now!

By DR. MICHAEL SCHIFF*
Industrial Consultant

ASK the chief executive of any manufacturing company, small, medium or large about factory cost analysis in his plant. He will proudly display extensive studies and will go into great detail about the benefits derived from his factory cost accounting system. Ask the same man about distribution cost analysis and in only rare cases will you find any recognition of the need for work to be done, let alone evidence of any significant accomplishments.

This situation is indeed strange for American industry where, on the one hand, cost-consciousness is basic, and on the other hand, distribution costs keep mounting and frequently are greater in dollar amounts than manufacturing costs. This, despite the fact that frequent references are made along the lines of "Does distribution cost too much?" Government inquiry is suggested by some inferring extensive waste. Apart from political implications and merely from the viewpoint of efficient performance can the American businessman afford the luxury of limited control and analysis of an important segment of cost? The marketing function is certainly as significant and frequently more significant than the manufacturing function. Why ignore effective control of one while applying extensive cost analysis to the other?

Without taking time to discuss this apparent blind spot in cost analysis, let us proceed directly to the topic at hand. If by distribution costs we mean all costs incurred from the time the goods are available for sale to the time they are delivered to the consumer then we would include such costs as: advertising, sales promotion, salesmen's commissions and salaries, traveling and entertainment, packing, shipping, routing, accounting, etc. The following values can be received from an effective analysis of these costs:

MICHAEL SCHIFF

1. It forces a review of the company's basic marketing plan and its working organization.
2. It provides company management with a new, detailed understanding of its marketing structure.
3. It shows how much expense and what kinds of expense are incurred for each activity of the business. These expense statements apply to organizationally separate phases of the marketing job.
4. It permits the assignment of responsibility for costs to specific individuals and provides a measurement of their performance from time to time.
5. It permits an evaluation of many distribution methods—of such matters as the desirability of selling through agents, or of telephone selling as a supplement to personal solicitation. And it helps in appraisal of the cost of using outside warehouse or delivery services, for example, as opposed to company services.
6. It spotlights inefficiencies in operating procedure—in order processing, receiving routine, driver collection, and the like.
7. It makes possible computation of the cost and profits resulting from sale of particular products. By adding products together one can compare costs and profits of advertised versus unadvertised merchandise, low and premium price lines, etc., and study results by sizes, styles, materials, etc.
8. It makes possible computation of the costs and profits resulting from sales to individual customers. The customers may then be grouped to show cost and profit by district, route, class of trade, retail versus wholesale accounts, or by other customer classifications.
9. An analysis of costs and profits by products and customers suggests ways of improving results —by relocating a warehouse, by using short-cut order routines on standard low priced items, or by other means.
10. It provides an indication of the effect on costs and profits of any change in the product mix or in the ratio of customers of different types.
11. It shows the cost of handling orders of different sizes and provides a better basis for planning quantity discounts.
12. It facilitates over-all company budgeting procedures.
13. It provides management with a valuable sense of having a thorough grasp of operating cost facts and a sense of cost control.*

* *The author of this article has had extended experience in cost analysis and control. He is professor of accounting at the Graduate School of Business Administration of New York University and holds B.B.A., M.B.A., and Ph.D. degrees. He is a C.P.A., has contributed numerous articles to technical publications and has spoken before conferences of business groups and management societies.*

* Longman and Schiff., *Practical Distribution Cost Analysis, R. D. Irwin, Inc., 1955, page 72.*

(Continued on page 42)

TO

CONNECTICUT'S INDUSTRIAL TOP MANAGMENT

Be sure to attend the Connecticut Automation Forum

Presenting

The Keys to Increased Production, Lower Product Cost & More Net Profit

Connecticut industry has traditionally been known for its progessive attitude toward attaining the goals of increased production, lower product cost and more net profit. This attitude has made our State one of the most highly industrialized states in the Union, and has kept it to the fore in the highly competitive markets of today.

Now, more than ever before, it is necessary for industrial top management—of small plants or large—to make use of new technological advances in machines and productive equipment to improve their competitive position.

At the CONNECTICUT AUTOMATION FORUM qualified speakers will cover such phases of AUTOMATION as product design, quality control, adjustable speed drives for flexibility, controls that think and act automatically, and materials handling.

Five identical meetings arranged jointly by five Electric Utilities in the State are scheduled at convenient locations as follows:—

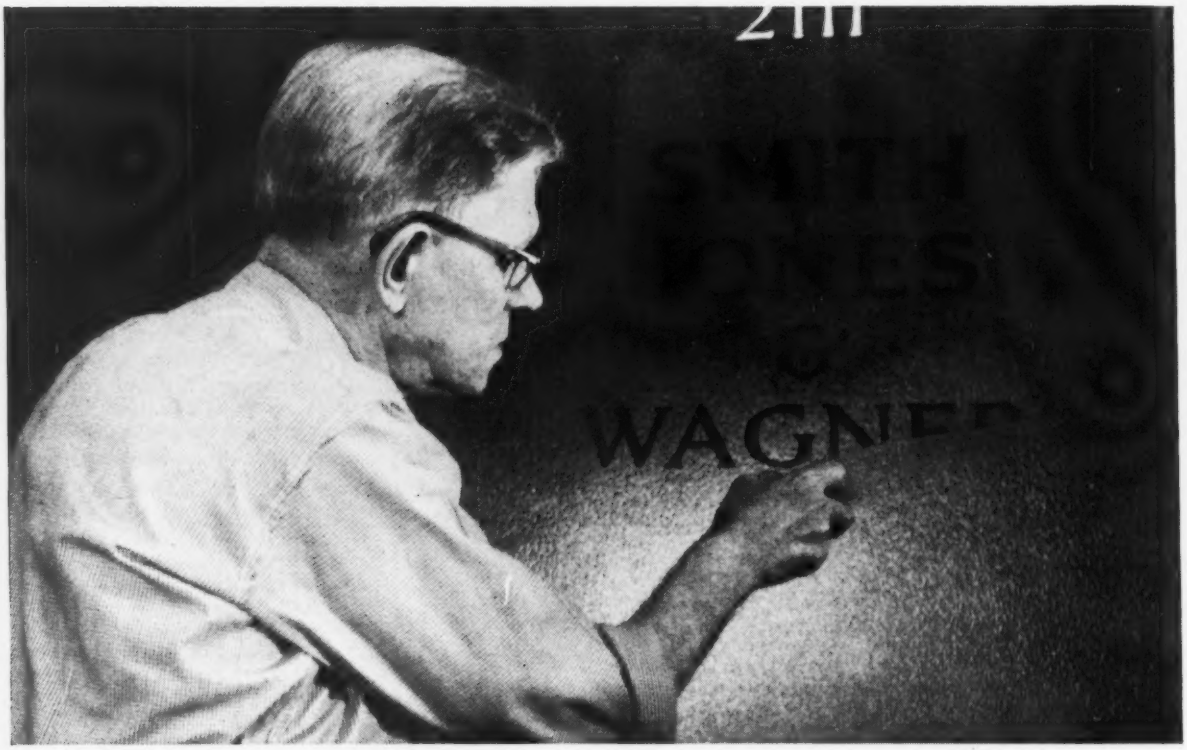
Tuesday - June 5 - Darien
Wednesday - June 6 - Seymour
Thursday - June 7 - New Haven
Tuesday - June 12 - New Britain
Thursday - June 14 - Willimantic

BE SURE TO ATTEND ONE OF THESE MEETINGS

You will probably receive an invitation to attend, but to make doubly sure, ask an Industrial Power Consultant at your Electric Utility Company about these meetings.

The Connecticut Light and Power Company
The Connecticut Power Company
The Hartford Electric Light Company
The Housatonic Public Service Company
The United Illuminating Company

A partner's death dissolves a partnership ... but it needn't dissolve the business!



By law, a partnership is usually dissolved when one of the partners dies. The business itself, however, need not be liquidated immediately. It can be reorganized—and continue to thrive.

But all too often, the business also succumbs to the *complications* that follow the death of a partner.

In some instances, the heirs are disinterested relatives who insist on selling out. In other instances, relatives who consider themselves capable try to step in and run the business their own way. In either case, all you have built is quickly torn down.

You can avert these difficulties by taking two simple precautions. First, ask your attorney to draw up a Buy and Sell Agreement for the purchase of a partner's share in the event of death. Then call in The Travelers man for *Partnership-Life* insurance to provide *money* for the purchase.

You'll find that *Partnership-Life* costs less than the interest alone on what you would have to borrow (*if* you could borrow it!) to purchase the deceased partner's share.

There are no simpler, more sensible precautions to take than these.

Why not see The Travelers man and your lawyer this week? (Or for additional information, attach the coupon to your letterhead and mail.)

The Travelers, Hartford 15, Connecticut
Please send me further information about Travelers Partnership-Life insurance.

NAME_____

STREET_____

CITY_____

STATE_____

ONE OF THE LEADING
LIFE INSURANCE COMPANIES

THE TRAVELERS

HARTFORD 15, CONNECTICUT

All forms of personal and business insurance including • Life • Accident • Group • Fire • Automobile • Casualty • Bonds

NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THE DEVELOPMENT of a vacuum forming machine designed specifically for the lighting industry has just been announced by The Auto-Vac Company of Bridgeport.

This automatic machine is said to have a maximum forming area of 50" by 50", which will produce plastic ceiling pans up to 4' square. The clamping frames are fully adjustable so that the producers can form single, double, or four 2' by 2' pans on the same machine by simple adjustments. Manufacturers can utilize either sheet plastic or rolls. High-speed production rates of better than four hundred 2' by 2' pans per hour are possible.

★ ★ ★

W. G. ZAENGLEIN has been named executive vice president of Underwood Corporation according to an announcement by Fred M. Farwell, president of the business machine company.

Mr. Zaenglein, formerly president and more recently vice chairman of the board of the Monroe Calculating Machine Company, will direct sales, service, and Underwood's expanded electronic and electro-mechanical research and development programs in addition to other executive duties.

★ ★ ★

A ROLLER TYPE CLUTCH and cut-off cam, now solenoid actuated, features the improved Shuster Model A Fine Wire Straightening and Cutting machine, manufactured by Mettler Machine Tool, Inc., New Haven. This new Model A constant speed machine, in providing an instantaneous "feather-touch" cutoff, is said to insure exact accuracy of length of cut, and clean, even, swell-free wire ends.

Replacement of the former mechanical clutch and target also reduces operational supervision while increasing rate of production. The Model A also features a 5-die straightening flyer, Ball and Roller Bearing mounting of straightening flyer, drive shaft, and fly wheel; V-Belt motor drive; and the lightning action Shuster cutoff knife.

The Cover

THIS MONTH'S cover photo shows a section of the annual "Trade Fair", which is held at all Junior Achievement business centers each year. The Fair offers an oportunity for Achievers to sell their product and tell the story of their company achievements. Here is shown the display of the Lucky Wel Co., sponsored by the Underwood Corporation in Hartford.

ELECTRO-FLEX HEAT, INC., Hartford, has announced the publication of its new "Catalog No. 102". This eight-page booklet lists the complete line of Standard, Hi-Flex and Electro-Thin elements and illustrates typical custom units. The cover photo indicates shape and flexibility variations possible with these silicone rubber or neoprene strip and blanket type electric heating elements.

★ ★ ★

THOMAS I. S. BOAK, president of the Plume & Atwood Manufacturing Company, Thomaston, has announced the appointment of Charles E. Boak to

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the post of manager of the Fabricating Division of the company, and John Boak as manager of the company's Mill Division. In their new capacities these men will be responsible for the coordination of all activities involved in the production of Plume & Atwood products in their respective divisions.

Charles E. Boak was graduated from Cornell University with the degree of Bachelor of Mechanical Engineering, in 1941. During World War II he served in the Army Ordnance Corp in the European Theater. Upon release from the Armed Forces Mr. Boak joined the engineering staff of the General Electric Company in Pittsfield, where he worked on a wide variety of development problems. Since joining Plume & Atwood in 1952, he has served as assistant to the president, coordinating sales, production, engineering and inspection and most recently, as chairman of the Management Committee for the Fabricating Division.

John Boak is also a graduate of Cornell, with a Bachelor of Mechanical Engineering Degree. He served in the Navy during both World War II and the Korean action. Mr. Boak joined the Plume & Atwood organization in 1950. Prior to assuming this new responsibility, he had been chairman of the Management Committee of the Mill Division.

★ ★ ★

A NEW 12-page booklet published by the Waterbury Farrel Foundry & Machine Co., Waterbury, covers the complete line of hand feed threaders built by the company.

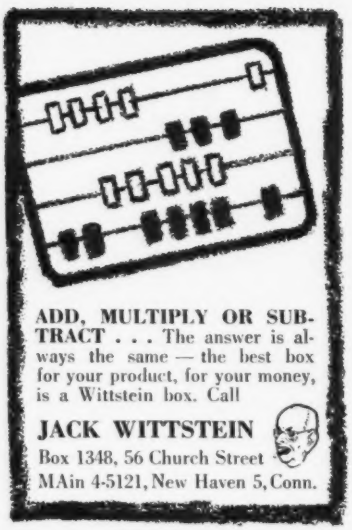
The machines illustrated and discussed in the circular are the reciprocating type using conventional flat dies and are especially designed to roll greater lengths of threads that can be done commercially on automatic thread rollers. Photographic illustrations show the wide variety of threading and other operations which can be performed.

The text covers operation, tooling, lubrication, capacity and drive arrangements in general and gives specific descriptions of each of the four types of machines shown.

Free copies of this booklet can be obtained by requesting circular number 931-A-2 from the Waterbury Farrel Foundry & Machine Co., Waterbury.

★ ★ ★

SCOVILL MANUFACTURING COMPANY, Mills Division, Waterbury, has announced immediate avail-



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SCOVILL'S WIRE pay-off feeder eliminates reels or spools. PAYOFFPAKS are simply trucked from storage to the machines, opened up and the run starts.

ability of an improved PAYOFFPAK self-feeding container for its copper-base alloy wire, optional to wire formers without extra cost.

Principal advantages of the new packaging method are said to be in the fact that the wire feeds directly into the cylindrical barrel-like container from the wire drawing machine at the mill and then pays-off continuously and smoothly directly from the PAYOFFPAK to the customers' wire forming machines. This eliminates the need for reels or spools.

Additional advantages of the new packages are full protection to the wire in transit and in storage; simplified materials handling . . . with uniform, easily movable and stackable wire containers that are clearly labeled, with no kinked or damaged wire.

★ ★ ★

PRODUCTION has been started by Belding Corticelli Industries, Inc., Putnam, of a new nylon emulsion bonding, coating and finishing agent proved suitable for the textile, paper and rubber industries. Manufactured from Type 8 nylon resin, under license from E. I. duPont deNemours & Co., this new product is identified as BCI Nylon Dispersion.

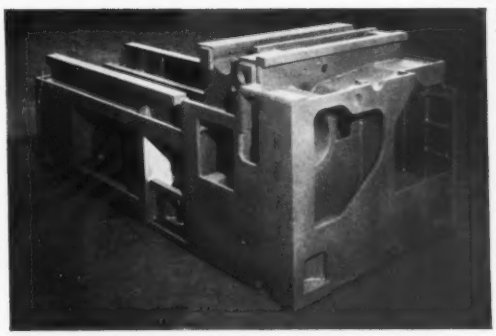
Belding Corticelli Industries, Inc., a subsidiary of Belding Heminway Co., Inc., New York, first to use nylon in sewing thread, reports that its new nylon emulsion may be applied by dip coating, by roller or by spraying with either a heat sealable thermoplastic or thermoset finish as desired.

F. L. Johnson, president of Belding Corticelli Industries, said that field tests disclose that for non-woven fabrics, this new nylon emulsion is a bonding and finishing agent that exhibits exceptional adhesive strength which increases the strength and flexibility of such fabrics as well as improving their laundering and dry cleaning characteristics.

HARRY B. PURCELL, director of industrial relations of The Torrington Company, Torrington, has been designated to serve as a representative of Connecticut management on the State Reemployment Rights Committee, it has been announced by James P. Mitchell, Secretary of Labor.

Members of the committee serve without compensation in rendering advice and assistance to the Bureau of

anybody
can whittle
a whistle



but not every whistle will work

He may take hours . . . sitting, with furrowed brow, laboriously carving the wooden whistle. And when it appears finished and he seeks the satisfaction of testing its voice? no whistle! There seems to be a knack . . . just as there is in the manufacture of weldments. It requires skilled, knowing hands . . . the proper tools . . . experience . . . and selection of the finest raw material.

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These increases are due to 4 reasons.
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Molykote contains highly purified molybdenum disulfide, a mineral with 40 lubricating layers in 1 millionth of an inch and a high tenacity for metal. There are 16 types in grease, powder, liquid and bonded coating forms. Write or call about your difficult "fringe area" lubricating problems. Ask for field reports for your industry.

ALPHA MOLYKOTE CORP.
65 Harvard Ave. Stamford, Conn.
Fireside 8-3724

HORTON CHUCK display at American Society of Tool Engineers Show in Chicago recently. The company displayed its newly developed controlled centering pressure chuck which eliminates distortion to the work piece during the centering process due to excess pressure applied by the operator.

Veterans Reemployment and Rights in its administration of the reemployment rights program.

Membership of the committee is comprised of representatives of management, labor, veterans' organizations and of such state agencies as are concerned with the program. Other management members of the committee are Arthur L. Woods, insurance manager, MAC; A. E. Rodger, personnel director, Singer Sewing Machine Co.; C. R. Widerman, personnel director, Underwood Corporation and R. I. Metcalf, director of industrial relations, Olin Industries.

★ ★ ★

THE FORMATION of two new operating divisions has recently been announced by The Perkin-Elmer Corporation, Norwalk. In a letter to stockholders, Richard S. Perkin, president and chairman of the board, advised that a new Instrument Division will be responsible for the development, production and sale of the company's line of laboratory analytical instruments and process control instruments.

The newly formed Engineering and Optical Division will handle the designed and production of precision optics, and contracted research and development. Most of the work that falls into this latter division will be for the milirary to whom Perkin-Elmer supplies guided missile tracking instruments, bombsights, infrared sensing systems, high-altitude aerial photographic lenses and other electro-optical systems.

Dr. Van Zandt Williams has been named general manager of the Instrument Division, and Dr. Roderic M. Scott general manager of the Engineering and Optical Division.

★ ★ ★

ROLOCK INCORPORATED of Fairfield, manufacturers of fabricated heat and corrosion-resistant alloys and of "George," the tote box roller-toter, has announced production of a new and improved universal version of this materials handling device, designated Model GR. While the basic design of "George," which is patented, remains unchanged, detailed improvements in the new universal model permit its use with all the standard types and sizes of tote boxes, including "NesTier" boxes. Refinements in the design of the chassis and placement of rollers are said to make the new model even easier to use.

★ ★ ★

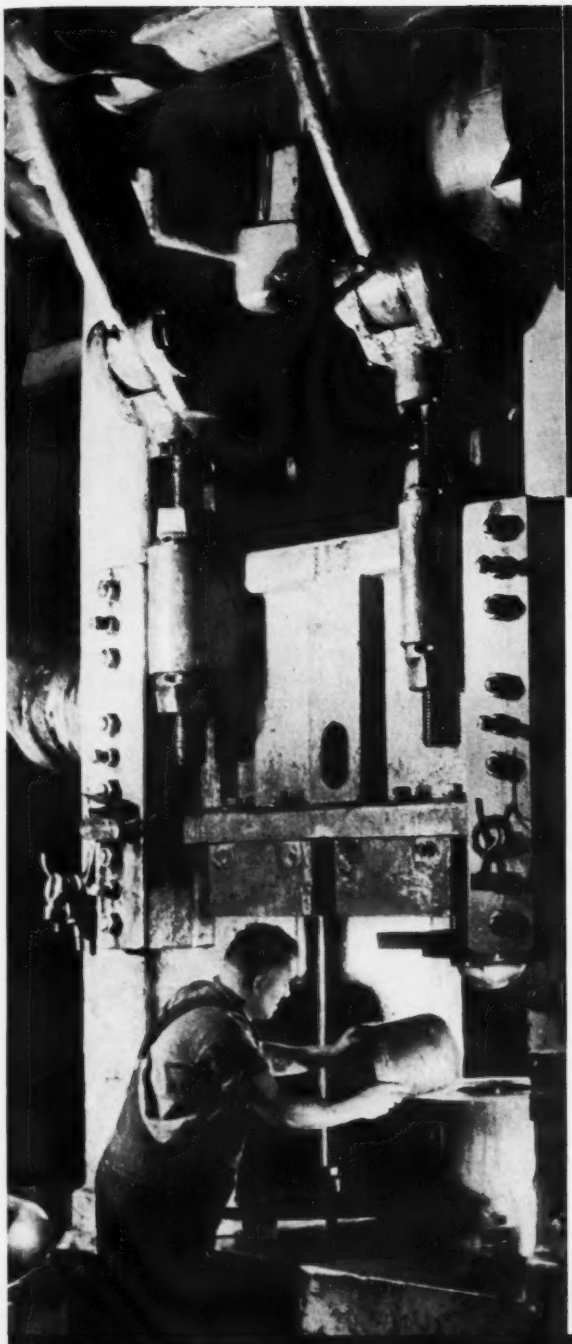
A NEW CONDENSED CATALOG covering the line of bolts, nuts, rivets, screws and other industrial fasteners of Clark Bros. Bolt Co., Milldale, has recently been issued.

The catalog is of convenient-to-use 5½" x 9" size and contains illustrations, sizes, packaging information and prices on the most popular items in the Clark line. Copies are available from the company.

★ ★ ★

GEORGE R. YOUNG, comptroller of the Bristol Brass Corporation, Bristol, died recently after a brief illness.

He had been comptroller of Bristol Brass since 1950 and prior to his illness was treasurer and a director of



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the Accurate Brass Corporation. Before joining Bristol Brass Mr. Young was an accountant with the accounting firm of Hadfield, Rothwell, Soule & Coates of Hartford. He was a member of the Connecticut and Massachusetts Societies of Certified Public Accountants and the American Institute of Accounting.

★ ★ ★

O. F. MOSSBERG & SONS, INC., firearms manufacturers of New Haven, has announced the appointment of Paul A. Jacobson as general manager and a director.

Mr. Jacobson has come up through the ranks with steady progress since he joined the Mossberg organization in 1933 as a machine operator. He has served as inspector, job setter, foreman, assistant superintendent, works manager.

★ ★ ★

THE AUTOSAN MACHINE DIVISION of Colt's Patent Fire Arms Company has been sold to the Vulcan-Hart Company of Louisville, Kentucky.

Vulcan-Hart manufactures cooking apparatus for commercial use. The Autosan division makes commercial dishwashers.

★ ★ ★

A SEPARATE chemical division has been established by the Choldun Mfg. Corp., New Haven, manufacturers of automotive service equipment and chemicals, H. H. Charles, Choldun president, has announced.

Sumner Weiss has been named sales manager of the division, which was separated from the automotive service equipment line due to the expansion of product lines and growth in sales volume.

★ ★ ★

A NEW BRANCH of operations for the engineering and development of specialized aircraft equipment will be established at St. Petersburg, Florida, by Hamilton Standard, division of United Aircraft Corporation, Windsor Locks.

Raymond P. Lambeck, chief development engineer, has been named to head the Florida operations.

The product design and development operations to be carried on at St. Petersburg will represent only a small portion of the constantly expanding engineering effort at Hamilton Standard, according to Erle Martin, general manager. The products themselves will continue to be manufactured at Windsor Locks, and no production operations are contemplated for the southern city.

★ ★ ★

PRESIDENT Walter C. Thompson has announced that The Torrington Company has purchased the business and assets of The Progressive Manufacturing Company, also located in Torrington.

Progressive will function as a division of The Torrington Company. No changes in the general character of the business or personnel are contemplated.

Mr. Thompson said that products manufactured at the Progressive plant represent a significant and valuable addition to The Torrington Company's present diversified lines.

★ ★ ★

AN INDUSTRIAL DIRECTORY for Stamford and Greenwich will be prepared by the public relations committee of the Stamford-Greenwich Manufacturers' Council.

The directory, which will be prepared under the supervision of Anthony Anable, will contain a general description of the Stamford-Greenwich area, a description of the industrial community, a page description of each member company of the council including its history, products and their distribution. There will also be a section listing all other industries and products in the two communities, and a product index.

★ ★ ★

CHARLES BURDICK, one of the founders of the Danielson Manufacturing Company, Danielson, was honored by the employees of the company recently on the occasion of his retirement from active service as secretary of the company.

During a break in production at the plant, the entire personnel of the company gathered to present Mr. Burdick with a television set. At dinner in the evening, he was presented with an inscribed watch.

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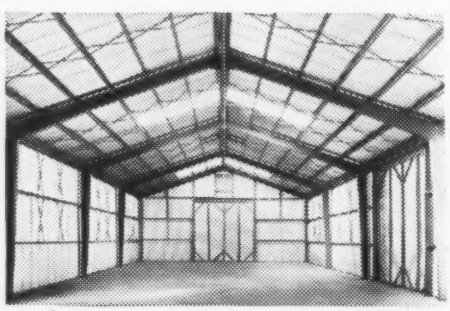

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ARTHUR K. HOBSON, president and one of the founders of the manufacturing firm of Hobson and Botts, Inc., Danbury, died recently.

The firm which he helped to establish in 1921 and of which he was head at the time of his death, was a pioneer in the manufacture of solid stainless flatware. He first served as vice president of the concern and on the death of his father in 1940 added the duties of treasurer to those of vice president. He had been president of the company since 1949.

★ ★ ★

JAMES C. BARTON, president of the J. C. Barton Company, East Hampton, died recently after a long illness.

Mr. Barton founded the Barton firm in 1917 and engaged in defense tool making in both world wars. At one time the company manufactured the Barton Silent Water Pump, and has recently been engaged in manufacturing the Harper Buffing machine.

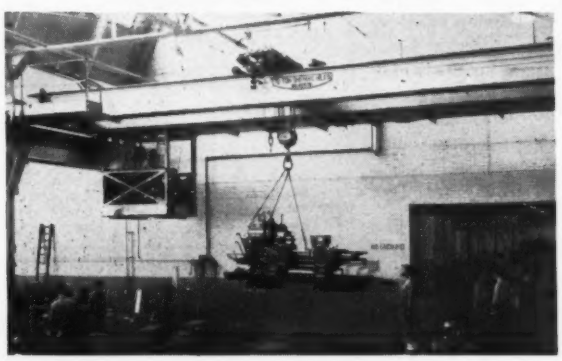
★ ★ ★

THE FULLER BRUSH COMPANY of Hartford is packaging its new line of Vitamin Food Supplements in an appealing family of Gair-Reynolds Foiline cartons, produced by the ACM Division of Robert Gair Company, Inc., manufacturer of paperboard and paper products.

An innovation in the vitamin packaging field, the carton is printed in black and white on gold Foiline. The carton's front and back panels are sprinkled with gold flecks and feature an oval logotype which is also found on the top and bottom flaps of the carton.

COLORFUL AND DURABLE ceramic glides have been created by The Yale & Towne Manufacturing Company to add a new note of decor to furniture. One type, shown on leg, right, is used for wooden furniture. The second type, shown above left, foreground, is used for furniture with hollow steel legs. This solid ceramic glide contains a metal pin which extends into the hollow leg. Attached to the pin is a metal spreader which, upon insertion, expands to hold the glide firmly in place.

HANDLE IT WHERE . . .
THERE'S SPACE TO SPARE
"THROUGH THE AIR"



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DETAILS of the XT53-L-1 gas turbine engine, a new development in the aircraft power field, were revealed recently by Lycoming Division, Avco Manufacturing Corporation. The engine, designed under the direction of Dr. Anselm Franz, vice president, turbine engineering, was produced in the Stratford plant of Lycoming.

Developed under contract with the U. S. Air Force and U. S. Army, with initial production allocated for government use, the XT53 is the first of its type to be designed and developed in this country. The Lycoming engine has minimum size and weight (23-inch diameter, 47.6-inch length; 460 pounds) yet develops 825 shaft horsepower at military rated power and 770 shaft horsepower at normal rated or maximum continuous power.

The XT53 consists essentially of a combination axial-centrifugal compressor and external annual vaporizing combustor, a single stage compressor driving turbine and a single stage free power turbine.

The engine is designed to operate on a wide variety of fuels, including automotive and aviation type gasolines and JP-4 jet fuel. It was designed primarily for use as a power plant for helicopters, and is slated to power the XH-40, a new Army utility helicopter to be manufactured by Bell Aircraft.

★ ★ ★

ALAN DAVIS, president of Econo Products Company of East Haddam, has announced the appointment of Devereaux Martin to the position of vice president in charge of engineering and research for the Econo Products Co., Inc., a division of Viking Instruments, Inc. Mr. Martin will be in charge of new product developments for the company, which manufactures hot water circulators, hot water cutoffs, and other heating specialties.

★ ★ ★

THE SECOND STEP in the expansion program of the Holo-Krome Screw Corp., West Hartford, was revealed recently in an announcement by President W. C. Stauble of the completion of a new Research and Development Division on the grounds of the factory.

The new division will engage in the development of new techniques and methods for the forging of metals, permitting the manufacture of products not formerly forgeable or commercially available. It will also be devoted to the development of machinery for secondary operations in the processing of various metals.

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ALLEN RUSSELL & ALLEN

31 Lewis St. Hartford, Conn.

Insurance

Over 40 Years of Service to Connecticut Manufacturers

THIS NEW $350,000 research and development facility of Holo-Krome Screw Corp. covers 8,000 square feet of floor space in a clear-span, fireproof and air-conditioned structure adjoining the West Hartford plant.

Mr. Stauble said that a staff of highly skilled electronics engineers, physicists and machine designers have been engaged for the new division. They will operate under the supervision of Paul W. Klooz, vice president in charge of manufacturing.

★ ★ ★

THE LATEST TYPE of "Opti-Therm" infrared detectors used as sensing elements in radiometers, pyrometers, infrared spectrometers, and other infrared instruments are described in a new bulletin published by Barnes Engineering Company, Stamford.

The bulletin covers a complete new line of detectors with "controlled time constants," i.e., detectors with specific times of response ranging from 1 to 50 milli-seconds. Copies of the bulletin are available on request to engineers, designers and research personnel from the company.

★ ★ ★

HENRY J. LUDLOW, office manager and purchasing agent of The Fuller Merriam Company, West Haven, has been elected assistant treasurer of the company.

Mr. Ludlow, a native of Elizabeth, New Jersey, is a graduate of Admiral Billard Academy in New London and Packard College of Business Administration, New York. He enlisted in the United States Army in 1942, serving in the coast and field artillery, and was discharged in 1946. He joined Fuller Merriam in 1952.

★ ★ ★

THE DEVELOPMENT of a special attachment for the transportation and dumping of open bottom bins or boxes has been announced by The Yale & Towne Manufacturing Company.

The rotating attachment has been described as a clamp with a single arm which through hydraulic pressure holds the bin or box securely against the forks of the truck on which the attachment is mounted.

Any type of container equipped with runners, in a height range from 15½ to 35 inches, can be picked up on the forks of the truck, gripped with the upper arm, and dumped by the rotating motion of the attachment.

★ ★ ★

THE APPOINTMENT of Ernest W. Bush as industrial engineer at Flexible Tubing Corporation, Guilford, has been announced by Frederick K. Daggett, president.

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Enthone of New Haven . . . besides being your prime local source for metal finishing chemicals . . . is internationally famous for the development of specialty products for metal finishing. Some of these are ENSTRIPS . . . Patented Products for Selective Dissolving of Metals.

For example, ENSTRIP A—U.S. Patent No. 2,649,361 was the first product offered the metal working market for dissolving nickel plate from steel without attacking the basis metal. And there are other selective strippers in the ENSTRIPS group to meet any requirement.

If you're faced with any metal finishing problem, consult your ENTHONE finishing specialist, ***First.***

For fast technical service and delivery of all plating chemicals

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Mr. Bush is a graduate of Amherst College and studied methods engineering at New Haven College. For the past six years he has been with U. S. Rubber Company, at Naugatuck.

★ ★ ★

THE SKINNER CHUCK COMPANY, New Britain, has announced a new line of 3-jaw compensating power chucks, in 8″, 10″, 12″ and 15″ rated sizes. They are for direct mounting on American Standard Types A-1, A-2, B-1 and B-2 flanged spindle noses. These chucks have forged steel bodies, and are used to drive work on centers when high speed, heavy duty cuts are required. The high speed tool steel center fits a standard Morse taper hole in the center plate.

★ ★ ★

LOUIS REISS, treasurer of Pratt & Whitney Company, Inc., has also been named controller of the company, according to an announcement made by A. H. d'Arcambal, president.

Mr. Reiss, who had been a partner in the public accounting firm of Frazer and Torbet, joined Pratt & Whitney in 1953 as its treasurer. He is a member of the Taxation Committee of MAC, the Connecticut and New York State Societies of Certified Public Accountants and of the American Institute of Accountants.

★ ★ ★

THE 1956 HONOR AWARD of the University of Maine Pulp and Paper Foundation has been presented to George E. Dyke, president of Robert Gair Company, Inc., New York, manufacturers of paperboard and paper products, with two plants in Connecticut, "in recognition of his years of service to the paper industry."

The presentation was made at the annual luncheon of the University's alumni in the pulp and paper industry by J. L. Ober, president of the Foundation.

★ ★ ★

AN INCREASE in available sizes of U. S. Holloshaft right-angle gear drives has been announced by U. S. Electrical Motors, Inc. Sizes now range from 11 to 150 H.P. and they are also available in a wide selection of gear ratios and speeds. They are universally adaptable to any vertical turbine pump and are driven by gas, gasoline or diesel engine. Holloshaft gear drive permits the pump shaft to be mounted integrally, assuring highest efficiency and precise adjustment of pump impellers.

THE BOARD OF DIRECTORS of Norden-Ketay Corporation has elected Dr. Louis Ten Eyck Thompson to vice president for research of the corporation, it has been announced by Paul W. Adams, chairman of the board. Dr. Thompson is a member of the Norden-Ketay Board, and previously held the post of director of research.

★ ★ ★

TWENTY-ONE employees of Rockbestos Products Corporation, New Haven, wire and cable manufacturers, were honored recently for long service with the company.

Thirteen employees received awards in recognition of fifteen years of service; three received ten-year awards and five reached their fifth anniversary with the company during the first two months of 1956.

The awards were presented to the employees by the Hourglass Club, social organization at Rockbestos.

★ ★ ★

CHARLES H. SWENSON, founder of the Connecticut Mfg. Co., Waterbury, died recently at his home after a long illness.

Born in Sweden, Mr. Swenson came to this country and Waterbury in 1881. A member of the Board of Trustees of the Silas Bronson Public Library from 1914 to 1942, he served as secretary of the board from 1919 to 1927. He was president, treasurer and general manager of the Connecticut Mfg. Co. until his retirement in 1952.

The company was established by Mr. Swenson in 1909. It is engaged in the manufacture of screw machine products.

★ ★ ★

CONNECTICUT'S LARGEST and most modern electric power generator has gone into commercial operation in a new plant adjacent to the Connecticut Light and Power Company's original steam generating station at Devon, near the mouth of the Housatonic River.

The new 105,000 kilowatt turbo-generator is capable of providing enough electricity to supply the average requirements of a city the size of Waterbury and its environs. The plant addition, which houses the new unit, totals about 24,000 square feet. It has a turbine room of approximately eight stories, attached to a boiler house of about 14 stories. The concrete stack built especially for the new turbo-generator rises 350 feet in the air and is designed to withstand winds of more than 100 miles per hour.

★ ★ ★

"LIVE BETTER . . . ELECTRICALLY" was the theme behind a closed-circuit telecast and luncheon held at the Hotel Statler in Hartford recently. Attending were some 600 representatives of Connecticut manufacturers, appliance dealers and distributors, building and electrical contractors, architects, realtors, bankers and electric companies.

Simultaneous meetings to launch the broad industry movement were staged in more than 70 other cities across the nation by individual electric utility companies. The program is designed to point up the need for integrated action by utilities and their trade associates in encouraging residential electrical growth to coincide with the expanding home construction and modernization required by the steadily increasing population of America.

Personnel Managers!

A TREAT FOR YOUR PEOPLE THIS SUMMER

WESTPORT COUNTRY PLAYHOUSE

NOW IS THE TIME TO PLAN YOUR—

Summer Outing at Connecticut's two famous theatres—

THE AMERICAN SHAKESPEARE FESTIVAL at STRATFORD

and the WESTPORT COUNTRY PLAYHOUSE in WESTPORT

☆ ***GOOD FOR MORALE***

☆ ***FUN***

☆ ***DISCOUNTS FOR PARTIES***

In Connecticut the program is being sponsored by the Connecticut Power Company, the Hartford Electric Light Company, the Housatonic Public Service Company, United Illuminating Company and the Connecticut Light and Power Company.

★ ★ ★

DAVID R. ANDERSON has been named controller of the Stanley Works, according to an announcement by Walter C. Milkey, vice president in charge of finance. Mr. Anderson has resigned as vice president-controller of Pratt & Whitney, Inc., West Hartford.

A native of Staten Island, Mr. Anderson attended schools in Philadelphia and was graduated from the University of Pennsylvania. He is a member of Controller's Institute and the American Institute of Accountants and is a certified public accountant in Pennsylvania.

★ ★ ★

THE EXTREME high heat developed by skin friction on high altitude missiles has led the American Research Corp., Bristol, to build the first altitude simulation test chamber with a temperature range of from —100°F to +500°F, without modification.

This unusual chamber incorporates a 64 cu. ft. test space with all of the standard American Research features, including completely automatic operation, air circulation, mercury manometer calibrated in thousands of feet, and a safety thermostat to protect heaters against accidental burnout.

★ ★ ★

MORE THAN 50 officers and executives of International Silver Company gathered at the Home Club in Meriden recently to honor Evarts C. Stevens for his half century of service to the company.

Mr. Stevens, who is chairman of International Silver, joined the company at the age of 20 to learn the silver trade from his father. Born in Wallingford, Mr. Stevens was educated in private and public schools in Wallingford, Glastonbury and in New Haven High School.

After joining International Silver he learned the silver flatware business and rose to manager of Factory M. After spending 22 years in the manufacturing end of the business, Mr. Stevens was made a director of the company and manager of the flatware division. He later became vice president and a member of the executive committee. In 1935 he was elected president of the firm and in 1951 became chairman of the board.

★ ★ ★

VINCENT L. BRADFORD, vice president in charge of sales for the Milford Rivet and Machine Company, Milford, has been appointed to the post of executive vice president.

The appointment was announced by Fred W. Merwin, president of the five-plant company which manufactures rivets and cold-formed parts.

★ ★ ★

RALPH A. POWERS, president of Robertson Paper Box Co., Inc., Montville, has been elected a director of the Folding Paper Box Association of America.

The announcement was made by Norman F. Greenway, president of the the association whose membership comprises 184 companies whose annual volume totals over half the $900 million industry.

★ ★ ★

IN AN ANNOUNCED "accent on youth" program, directors of the Bridgeport Hydraulic Company, Bridgeport, have promoted Frederick B. Silliman to the post of president of the company and named several new officers of the firm to replace men who are retiring.

Mr. Silliman will replace DeVer C. Warner in the presidency. Mr. Warner will serve as chairman of the executive committee and consultant to the company on finances. Mr. Silliman was formerly executive vice president.

William S. Warner was named vice president succeeding Dwight H. Hall and Leonard H. McKane was named secretary and treasurer, succeeding to posts held by DeVer C. Warner and Frank C. Brotherton, respectively. Mr. Hall and Mr. Brotherton are retiring, although Mr. Hall will continue to serve as consultant on the company's distribution system.

Also retiring are Frederick B. Hubbell, manager of the company's Westport branch, and Daniel E. Brinsmade, manager of the Shelton branch. Charles W. Horsfall was named manager in Westport and Herbert Rollinson in Shelton.

Kenneth E. Bender was named superintendent in charge of the distribution system, Donald W. Loiselle was

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THE BILLINGS & SPENCER COMPANY
ONCE UPON A TIME . . . there was only one drop forging plant in all the United States of America.
That was Billings and Spencer, of Hartford, Connecticut.
Since that far past time other great plants have, of course, grown up and dotted the industrial map. But to many a keen buyer of drop forgings, there is still only one drop forging plant in these United States.
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INDUSTRIAL FORGINGS SINCE 1869

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TO CONNECTICUT MANUFACTURERS

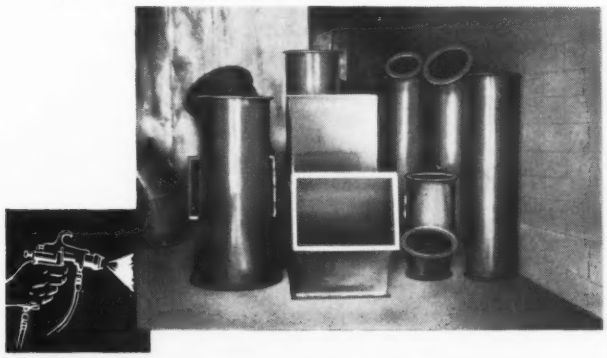
bothered by

CORROSION PROBLEMS

THE ALFRED B. KING CO.

NORTH HAVEN

has been appointed as an applicator of



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In large and/or small metal parts and products with this new application-engineering service. Single-coat (.025" thick) or thicker multiple coat applications of . . . . . .

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COATING 5300

Protect against corrosive acids, alkalies, water, salt solution, oxidants and reducing agents as well as abrasion, chipping and cracking.

WRITE, WIRE, PHONE for literature today or tell us your corrosion problem and we'll gladly make recommendations.

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Materials handling specialists since 1925

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FULLER BRUSHES

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FULLER HEAVY DUTY

Fuller Heavy Duty cleaning tools reduce maintenance costs because they last longer. Over 700 different types of industrial brushes, brooms and mops. Whether for sweeping or mopping . . . for dusting, polishing or painting . . . Fuller has the *right* tool for every operation.

FULLERGRIPT

Fullergript Power Brushes cut costs on a wide variety of industrial installations. Fullergript brush strips can be bent, coiled or twisted. The brush material is in to stay, because it is loop-anchored inside a rugged, rust-resistant metal channel. Fullergript Power Brushes can be adapted to your present machines or designed for new machine uses.

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Fullanchor Wheel Brushes have longer brush life and higher cutting ability. Each tuft is anchored by a heavy wire staple, driven through a continuous steel channel. This makes possible an equal amount of material in each tuft, and thus assures perfect balance, also 20% to 40% more fill material than similar-type brushes.

FULLER MACHINE DIVISION

Special brushing machines, designed and built by Fuller, are instrumental in stepping up production and cutting down expensive hand operations in a wide variety of industries. Our extensive engineering and machine building facilities are ready to go to work for *you*.

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THE FULLER BRUSH COMPANY

HARTFORD 15, CONNECTICUT

appointed superintendent in charge of the source of supply, and George L. Hawkins was named assistant to the treasurer.

★ ★ ★

A NEW LINE of sub-miniature selenium rectifiers has been announced by Bradley Laboratories of New Haven. Totally encapsulated and built to the highest standards, these rectifiers are designed to meet rigid MIL specifications. It is expected that they will find wide application in portable and airborne communications and other electronic equipment where space and weight limitations are major factors.

Important features claimed by the manufacturer are: low forward drop combined with low reverse leakage, uniformity of electrical characteristics from stack to stack, reliability and the ability to perform as rated at high ambient temperatures.

★ ★ ★

THE ELECTION of Dr. Roderic M. Scott as a vice president of The Perkin-Elmer Corporation, Norwalk, has been announced by Richard S. Perkin, president and chairman of the board.

Dr. Scott has been with Perkin-Elmer since 1949, when he joined the company as assistant director of research. In 1951 he was named director of engineering and held this position until 1955 when he became director of the firm's projector division concerned with special engineering matters.

★ ★ ★

A NEW Educational Contribution Plan has been set up by The Warner Fund Incorporated, a charitable foundation established by The Warner Brothers Company, Bridgeport. The plan provides for matching gifts, whether large or small, by any employee of the company to any accredited private college or university of his choice.

The plan stipulates that, to qualify for a matching contribution, the employee's gift must be a personal one made with the understanding that it will be used to augment the university's capital and general operating funds rather than pin-pointed for a specific project or purpose.

The Warner Fund was established three years ago by a gift from The Warner Brothers Company to insure a continuous source of funds for charitable and educational purposes. Its directors are Bradford G. Warner, vice president of the company and general manager of its box division; DeVer C. Warner, chairman of the executive committee, Bridgeport Hydraulic Company; Arthur W. Warner, vice president of The Warners Brothers Company; John W. Field, treasurer, and Samuel G. Payne, secretary and general counsel of The Warner Brothers Company.

★ ★ ★

TECHNICAL BULLETINS on heat treating, plating, finishing and allied compounds are now available bound in an attractive permanent cover from The Swift Industrial Chemical Company, Canton.

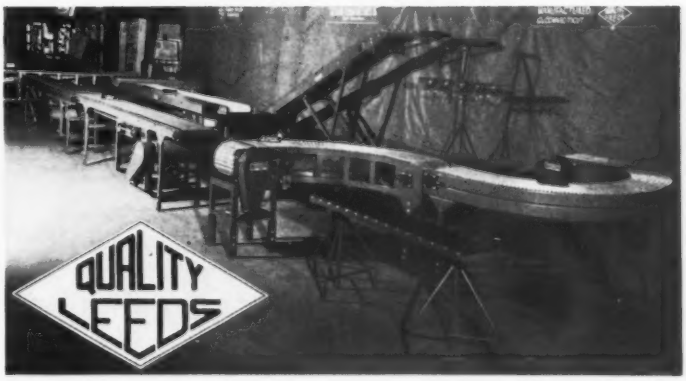
Each booklet contains data sheets and information on Swift heat treating salts, black oxide compounds, metal cleaning compounds, rust resisting oils, quenching oils, and other products that form the complete Swift line of industrial chemicals and equipment. Copies may be obtained from the company.

★ ★ ★

C. FOSTER HARRY has been appointed general manager of the Maxim Silencer Co., Hartford, now operating as a wholly owned subsidiary of Emhart Mfg. Co. Maxim produces noise suppression devices and sea water distillation units.

The new general manager was formerly vice president in charge of man-

CONNECTICUT MANUFACTURING SKILL DISPLAYED AT RECENT 2nd MATERIALS HANDLING SHOW IN NEW HAVEN ARENA.



LEEDS CONVEYORS ARE MANUFACTURED IN CONNECTICUT FOR INCREASED PRODUCTION AT A SAVING FOR CONNECTICUT INDUSTRY.

The Leeds Conveyor Manufacturing Co.
PROPERLY APPLIED CONVEYORS
ROUTE 80
EAST HAVEN 13, CONN.
HOBART 7-2574

FUTURE ENGINEERS pause during a tour of the Pratt & Whitney Company, Inc. in West Hartford to view an early milestone in mass production. The instrument, a Rogers-Bond Universal Comparator, was developed and used at P & W in 1880 to establish the first accurate standard inch in this country. This development gave American industry the means to standardize and to make interchangeable parts, thus opening the way to mass production.

ufacturing at Cheney Brothers, Manchester, where he also served on the executive committee and on the board of the company's subsidiaries. Prior to that he was vice president in charge of manufacturing for the Universal Winding Co., Providence, Rhode Island.

★ ★ ★

THE CUTLERY CORPORATION OF AMERICA, INC., has sold its fixed assets to the Acme Shear Corporation, Bridgeport. Roland E. Mercier, president and treasurer of the cutlery company, said the decision to disband the business was made because no land is available in Bridgeport for a new plant. The three-story plant is on the site of the proposed turnpike.

★ ★ ★

PAUL W. ADAMS, board chairman of Norden-Ketay Corporation, of Milford and New York City, has been appointed assistant dean of Yale University Law School, New Haven.

Mr. Adams, a Trinity College graduate who received his LL.B. degree from Yale Law School in 1939, was at one time counsel of MAC.

★ ★ ★

CHARLES R. PRITCHARD has been elected a vice president of the General Electric Company, it has been announced by Ralph J. Cordiner, company president.

TEMCO ELECTRIC FURNACE

SAVE

IN *EVERY* CORNER

(DETAILS ON REQUEST)

GALE FORSSEN CO.

MUNSONVILLE, N. H.

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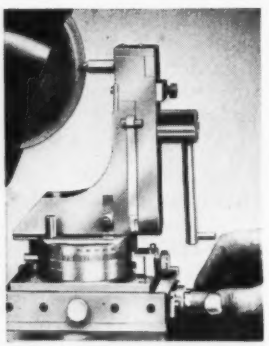
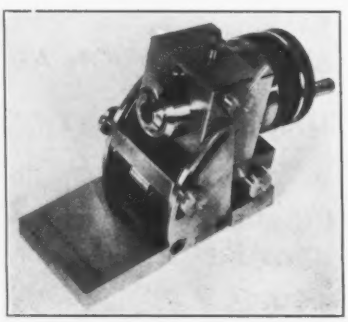
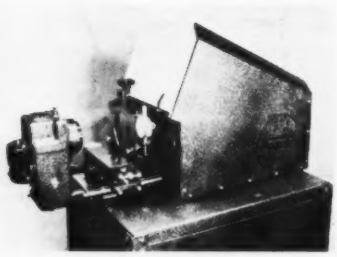


J & S 'FLUIDMOTION' WHEEL DRESSER



MASTER GRINDING ATTACHMENT



'TARGET' COMPARATOR

Mr. Pritchard has been president and general manager of the General Electric Supply Company, a wholly-owned distributing organization which was merged into the parent company as a division early this year. He will continue to serve as general manager of the supply division, which has its headquarters in Bridgeport.

★ ★ ★

THE SALE of two Thomaston firms, both badly damaged in last year's floods, has been announced. The concerns are Penfield Saw Works, Inc., makers of chain saw equipment and Precision Wire Products Co., which specializes in the manufacture of aircraft cables.

Henry Hutchinson, president of both firms, stated the sale was made to Draper Corp., of Hopewell, Massachusetts, among the world's largest manufacturers of automatic looms. He said both firms, which employ about 60 persons, will continue to operate under the same management.

★ ★ ★

ANNOUNCEMENT has been made of the promotion of Leslie H. Tyler to be chief information officer of the New Haven Railroad for the entire system, with jurisdiction over the New Haven, New York and Boston offices. His headquarters will continue to be in New Haven.

Mr. Tyler, a native of England, is a graduate of New York University. Prior to joining the New Haven Railroad he worked for newspapers in Paterson, New Jersey and New York City. His entire career with the New Haven has been in publicity and public relations fields. For the past two years he has held the title of resident public relations manager, his territory comprising Connecticut and western Massachusetts.

★ ★ ★

TWO CONNECTICUT FIRMS have recently offered industrial scholarships at the Ward School of Electronics. Gray Manufacturing Company of Hartford, is making possible two scholarships, and C. H. Dexter & Sons, Inc., Windsor Locks, has offered one.

The scholarships, in the amount of $300 each will provide half the cost of tuition for one year of study in the field of Basic and Industrial Electronics.

In making the announcement, Dexter Coffin, Sr., president of the Windsor Locks firm, expressed concern with the growing difficulty of obtaining engineers and technicians. "The national shortage of trained personnel in these fields," he said, has reached almost scandalous proportions, and if our society is to meet the challenge presented by world conflict, it is imperative to overcome this shortage."

Walter E. Ditmars, president of the Gray Manufacturing Company, stated in his announcement that industry is making an investment in its own future rather than a contribution when it encourages study by providing scholarship aids of this type.

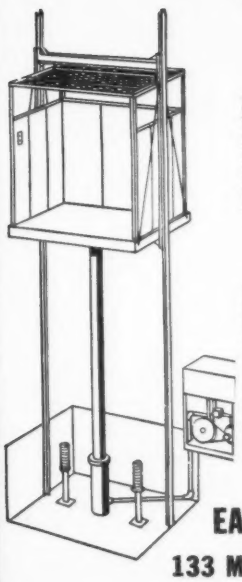
★ ★ ★

ORIN POMEROY ROBINSON, who rose from a chaser in the Electric Boat Machine Shop to senior vice president of General Dynamics Corporation, Groton, died recently at Lawrence Memorial Hospital in New London.

He first became affiliated with Electric Boat, then a New Jersey-based company, in 1915, with the former New London Ship & Engine Co. of Groton, an Electric Boat outlet. He was transferred in 1918 to the design department as a draftsman and did a considerable amount of development work on two-cycle double-acting diesel engines.

Through the years he has served the company as assistant to the chief engineer, production engineer, engineering shop manager, engineering manager, works manager, and on Janu-

MODERNIZE
OLD ELEVATORS
with Oildraulic Equipment



Convert old overhead electrics or water hydraulics into new type elevators

No need to put up with worn-out, undependable elevator equipment that is slow or makes inaccurate landings. If your car is in good shape all you need is an Oildraulic jack (plunger), a modern Rotary Power Unit and control system.

Equipment by Rotary Lift Co.

This modern elevator conversion plan utilizes equipment made by Rotary Lift Co. It can be used effectively on old overhead electric machines, hand pull-rope elevators or straight water hydraulics—where the service does not exceed four floors. Call us and our engineers will survey your equipment and submit their recommendations.

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EASTERN ELEVATOR CO., Inc.

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WHAT'S YOUR SPECIAL NEED IN INDUSTRIAL FASTENERS?
These are typical Clark "specials" . . . each one produced to meet a particular fastening need.
If you have a specialized requirement involving cold-headed fasteners of any type, drop a line. The chances are good that we can help you. Clark has over a hundred years experience as specialists in producing bolts, nuts, rivets, screws and special industrial fasteners of all types. Write or call today outlining your needs.
Connecticut industry has found it can rely on Clark . . . the on-the-scene supplier.
CLARK
CLARK BROS BOLT CO.
MILLDALE, CONN.

ary 1, 1938, was promoted to general manager. In 1942 he was made a director and the following year was elected vice president.

Mr. Robinson remained general manager until December 1951, when he was elected to the newly-created position of senior vice president of Electric Boat. He assumed a similar position with the General Dynamics Corporation when that firm took over Electric Boat as one of its subsidiaries.

Noblewest—Masters of Metal Marking

(Continued from page 7)

only upon the operator's skill. Later, automatic unloading was added and today, completely automated installations with magazine or hopper feeds are not uncommon. One of the Company's most dramatic developments since the war is the new Cyclomatic Control for cycling and sequencing marking machine operations. This electronic device makes it possible to pre-set machine sequencing and to cycle the machine continuously with no attention from the operator.

Noblewest is also noted for fine precision graduating equipment and automatic numbering heads. Its graduating machines both graduate and number machine tool dials and instrument dials in a matter of seconds, replacing methods formerly used that required 15 to 20 minutes for each part. Their numbering heads for automatic and non-automatic operations are widely used for serial and random numbering of nameplates and various component parts. These heads have been furnished with engraved characters ranging from a microscopic .008, barely visible to the naked eye, to large 1" high characters.

Noblewest also manufactures all types of precision marking dies for rolling or stamping permanent impressions into every type of metal surface. Their adage, "A mark is only as good as the die that made it", serves as a constant challenge to the skilled craftsmen who strive to perpetuate the quality reputation Noblewest marking tools enjoy.

Other products manufactured by the Company include—nameplate marking presses, air marking presses, bench model marking machines, various hand marking tools and interchangeable steel type. In both world wars Noblewest was a primary source for ordnance marking equipment. Machines were developed for marking and knurling projectiles, and for precision graduating and numbering of mechanical time fuses.

Along these lines, the company developed small roll-type, shell case marking machines, thus releasing larger and heavier press equipment for other vital defense work.

Noblewest's reputation is truly international. Their marking equipment, in addition to being used widely throughout the United States is also distributed in Canada, England, France, Sweden, Italy, South Africa, Australia, Hawaii, and South America.

It can truthfully be said that Noblewest is leaving its mark on millions of products in every industry every day . . . a lasting tribute to a fine company and its products.

Prospects For Export Trade in Latin America

(Continued from page 16)

Cuba

A world surplus of sugar slightly darkens the economic horizon in Cuba that would otherwise be prosperously cloudless, as local manufacturing and the building boom go on vigorously. Cuba has some heavily producing oil wells and more are being searched for. There is talk of two refineries being put up, one near Havana and the other near Santiago de Cuba. These would supply Cuba's current needs with some margin for the future, and would undoubtedly stimulate industrial development.

Haiti

Haiti has nearly completed a project that will make a vital difference to her economy. It is the Artibonite Valley Irrigation System which in the rainy season will serve as a flood control and in the dry season irrigate vast areas of new farm land. This will stabilize and increase her export crops including coffee, sisal, rice, sugar and bananas.

Surinam

Surinam has now made import controls for most products a mere formality, and assesses the same duty rates for all countries, no exception being granted even to the mother country, the Netherlands. The bauxite industry

is flourishing and Surinam has many other mineral reserves. The country has adopted a long-term development program which includes a huge hydro-electric plant for aluminum production with extra power for other uses. Mechanized rice cultivation involving 125,000 acres is also planned. 15,000 acres are already under preparation. Such a program should develop Surinam into a better market for our products.

British Federation

A British Caribbean Federation which should eventually achieve Dominion status is being worked out as provided for in the 1950 Constitution of the British Caribbean territories. It may become a reality some time in 1957 and will carry with it autonomy in handling internal affairs, which should greatly improve our export prospects to that area. The Federation will have substantial foreign exchange income from exports of bauxite and oil, apart from sugar, the main agricultural crop of the British West Indian Islands. These islands are encouraging a back-to-the-land movement to diversify crops as well as establishing new local "Pioneer" industries.

Panama

The Republic of Panama will have US$1½ million more income per year because of an increased rental for the Canal Zone in accordance with the Mutual Friendship Treaty with the United States that was ratified last summer. Another factor under the treaty is that 17,000 Panamanian residents working in the Canal Zone will no longer have commissary privileges. Their purchases in the Canal Zone are estimated to have been at the rate of at least US$12 million annually. Since these people will now have to buy in Panama, that will give business there a big boost and should give us a much better market for our goods.

Central American Republics

All the Central American republics have now embarked on some sort of development program to diversify their economies. As long as their principal export crop, coffee, along with bananas in the case of Honduras, is selling at fair prices, we can expect them to be good customers of ours. These countries are busy building roads and new plants often for the purpose of processing local agricultural products. The Nicaraguan textile industry that uses local cotton is an example of this trend.

Until lately insufficient electric power has frustrated the normal development of existing and new factories. Therefore, the generation of additional electric power is high on the list in the development programs. El Salvador, for instance, inaugurated in June 1954, a 75,000 kilowatt hydro-electric plant on the Lempa River. The Electric Bond & Share Company that is supplying electricity to Guatemala City has a US$40 million expansion program.

American lead and zinc mining companies are increasing activities in Guatemala. Several American oil companies have started drilling under the new Petroleum Law, and Guatemala hopes that sufficient oil will be found so that she can save the US$9 million that she has been spending annually on imported petroleum products.

As a result of all this determined and well planned activity further economic expansion of the Latin American countries is inevitable, and barring another world catastrophe, our exports to that area will flourish and increase steadily over the long pull.

You can save up to 50% using

McGUIRE WIPING TOWEL SERVICE

instead of rags

Make your own comparison

RAGS

Rags, normally sold in bales by the pound (which include the burlap wrapping and metal binding), contain, in the lowest price rags, often less than 30% useable material.

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TRANSPORTATION

By EDWARD M. MAMULSKI

Traffic Manager

Railroads to Invest 42% More In 1956 Than in 1955

THE Office of Business Economics of the Department of Commerce indicated in a recent report that the nation's railroads would spend about $1,307,000,000 in 1956 for capital investments, as compared to $957,000,000 for 1955 or an increase of 42 per cent.

During the same period the report further revealed that all other transportation agencies in the country would spend about $1,784,000,000 in 1956 as compared to $1,602,000,000 in 1955 or an increase of 11 per cent.

Senate Commitee Favors Nomination of Two Commissioners

On March 14, the Senate Committee on Interstate and Foreign Commerce unanimously voted to report favorably on the nomination of Laurence K. Walrath, of Florida and Donald P. McPherson Jr., of Pennsylvania for membership on the Interstate Commerce Commission.

Mr. Walrath is to complete the unexpired term of former Commissioner Martin Kelso Elliott who resigned on February 29, 1956. Mr. Elliott's term of office was due to expire on December 31, 1956. Mr. Walrath is 46 years old, a Florida attorney and a Democrat. He was born in Meadville, Pa., on August 16, 1909. He received his B.A. degree from the University of Florida in 1931 and a doctorate of jurisprudence in 1934. He was admitted to the the Florida bar in the same year. In 1952 he was admitted to practice before the Interstate Commerce Commission. He is a member of the bar of the Supreme Court of the United States. Mr. Walrath has served as president of the Jacksonville Bar Assoication and has also served as a lecturer with that association.

Mr. McPherson, Jr. succeeded Commissioner Johnson, whose term of office expired on December 31, 1955. Mr. McPherson Jr, is 50 years old, a Pennsylvania attorney and a Republican. He was born in Chambersburg, Pa., on October 6, 1906. He received his B.A. degree from Princeton University in 1928 and his LL.B. degree from Harvard Law School in 1931. Mr. McPherson is a member of the bars of the Pennsylvania Superior and Supreme Courts of the federal district court and of the court of Adams County, Pa. He served in the United States Naval Reserve during World War II.

All Truck Regions Report Tonnage Increases For 1955

The research department of the American Trucking Association recently conducted a survey of the volume of freight transported throughout the entire country by 350 Class 1 intercity carriers of general freight. This group of carriers constitutes about one-third of all of the carriers in that group. The survey revealed that the 350 carriers hauled about 56,500,000 tons of general freight in 1955 and 49,700,000 tons in 1954. This is an increase of 13.7 per cent.

The carriers in the Central Region experienced the largest percentage increase in the amount of tonnage handled for all of the regions, while the carriers in the New England Region experienced the smallest percentage increase. The principal reasons for the small increase in tonnage for New

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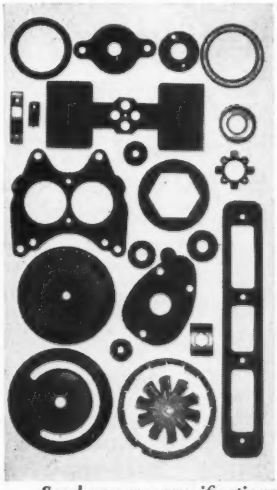

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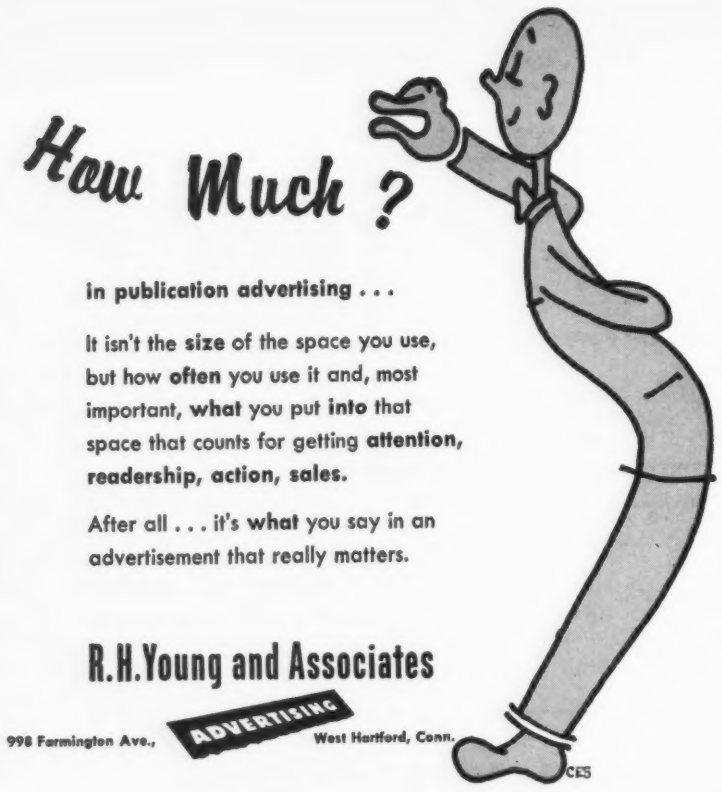
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England, are: (1) the seven week truck strike and (2) the August and October floods in 1955.

For the year 1955, these carriers reported the following increases in tonnage handled over 1954:

Regions	No. of Carriers	Percentage Increase
New England	29	1.3%
Middle Atlantic	63	12.7%
Central	113	18.9%
Southern	40	15.4%
Northwestern	22	15.2%
Midwestern	26	11.8%
Southwestern	16	13.7%
Rocky Mountain	17	1.48%
Pacific	24	2.2%

Distribution Cost Analysis Now!

(Continued from page 18)

While the list may seem formidable it does not cover all the possible areas in which it can aid management in making more effective decisions. By the same token it does not suggest that the job of performing effective distribution cost analysis is beyond the reach of most companies. Basically, the techniques of distribution cost analysis are derived from currently used factory cost analysis methods. They have been modified and adapted to distribution costs recognizing significant differences in the nature of these costs and how they are incurred. Techniques are modified to meet the needs of the situation and it might be well to outline the steps this author has found to be readily adaptable to many situations:

1. Determine the distribution functions carried on.
2. Prepare the expense distribution sheet.
3. Prepare the functional expense statement.
4. Identify product costs and develop bases of cost allocation.
5. Identify customer costs and develop bases of cost allocation.
6. Determine bases of cost variation by unit of sale.
7. Develop reports for sales management.

Briefly, step one calls for a review of the organization with emphasis on the distribution functions performed. Step two starts with the regular accounting records and translates such natural expenses as salaries, payroll taxes and costs, rent, insurance, supplies, etc. in terms of what services or functions these expenses secure. These are summarized in step three

which is the beginning of responsibility accounting. Here, for the first time, we associate a man's responsibility with the costs incurred to the discharge of this responsibility. Specifically, the full cost of the shipping function would include shipping salaries, payroll costs, space costs, supplies, services and supervision.

Steps four and five are developed on the premise that certain distribution costs are influenced primarily by customers while others are influenced by products. Separating them in this fashion relates costs to cause for incurrence and this yields more effective results. The determination of the bases of cost variation by unit provide vital information for analysis by order size and for decisions regarding expansion or contraction of activities. The nature and frequency of reports produced will vary depending on needs so long as we recognize the function of cost analysis to be the identification of sources of profit or loss, the showing of profit or loss associated with each source and the suggesting of ways of reducing or avoiding losses and increasing profits.

In many firms there is so much preoccupation with regular accounting and financial problems that as a result distribution cost analysis is not done. Sales management is concerned primarily with the task of selling and if any research is carried on, it is in the area of market research with little time left to make evaluations in terms of cost. Even where some interest is shown, it is frequently difficult for the cost accountant with his inherent pessimism to work out an effective cost analysis program to serve a sales management which is optimistic and sales minded. Yet the inertia and disinclination must be overcome. Whether instituted by an outside consultant or by the personnel of the company, it must be pressed by the executive because of the importance to effective operation. A positive view of more sales and greater value per dollar spent for distribution should be the objective. The resulting effect on profits must be favorable.

The John P. Smith Company

(Continued from page 9)

field all the year around erecting Page fences, using gates and other parts fabricated at the Smith plant in New Haven.

Fabrication Processes

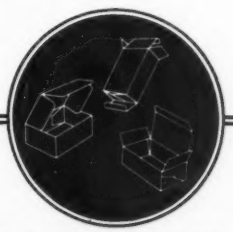
The company has become well known for its versatility and ingenuity in handling special problems, such as shaping, welding, shearing, circle cutting and bending of wire cloth.

But most important of all the employees share an intense interest and pride in performing an above average job. The company employs approximately 25 people and of this number eight have been with the company over 20 years. Of these eight employees, the length of service is as follows: one 45 years, one 43 years, one 40 years, one 39 years, one 35 years, one 33 years, one 22 years and one 21 years. The company gives the usual holidays, vacations and off-the-job sickness and accident insurance.

The founder, John P. Smith, is still actively engaged in the business. Many of the especially designed tools for wire work came out of his workshop, where he can be found most any day, except during the winter, devising new methods and tools for an improved product. Inventions to the credit of Mr. Smith include the hinge for folding fireplace screens and the milk bottle carrying basket used by dairies throughout the country.

Because all wire dipping baskets, much of the wire cloth and most of the fabricated products are made to order, the company sells direct to the consumer through its own sales force.

The present officers of the corporation are John P. Smith, president and treasurer, Florence S. Knabenschuh, assistant treasurer, Karl G. Knabenschuh, secretary and general manager, and Edward J. Potter, assistant secretary.



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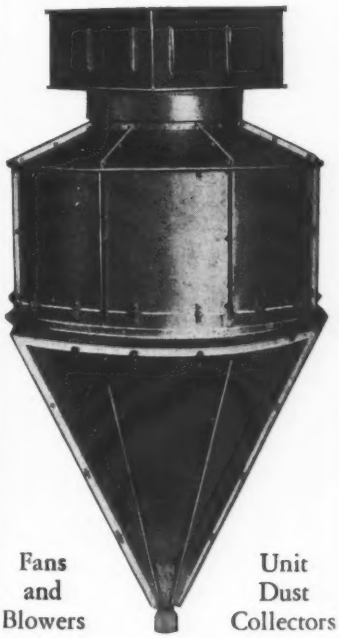

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HOW WOULD YOU DECIDE?

In this department each month there will be published labor relations grievances that were settled by arbitration. Read the grievances and check your opinion against the arbitrators ruling. Selection of cases made by MAC counsel.

Does a seniority clause prevent the company from transferring a senior employee to a lower graded job, but without loss of pay, when a shortage of parts representing a few hours production develops?

Here's What Happened.

The employee in question had about five years seniority and worked on the same job with an employee hired so recently he had not completed his probationary period. In the middle of the morning the foreman noticed that the supply of pieces on which these two men were working was not sufficient to keep them both busy all day. He, therefore, instructed the employee with greater seniority to transfer to a lower graded job when his work ran out. Although he would have received the pay scheduled for his regular job, and although he had previously done the other work under similar circumstances, on this occasion the employee went home for the rest of the day rather than make the transfer. The next day he resumed work on his regular job but filed a grievance claiming the company had disregarded the seniority requirements by transferring him while permitting a person without seniority to continue.

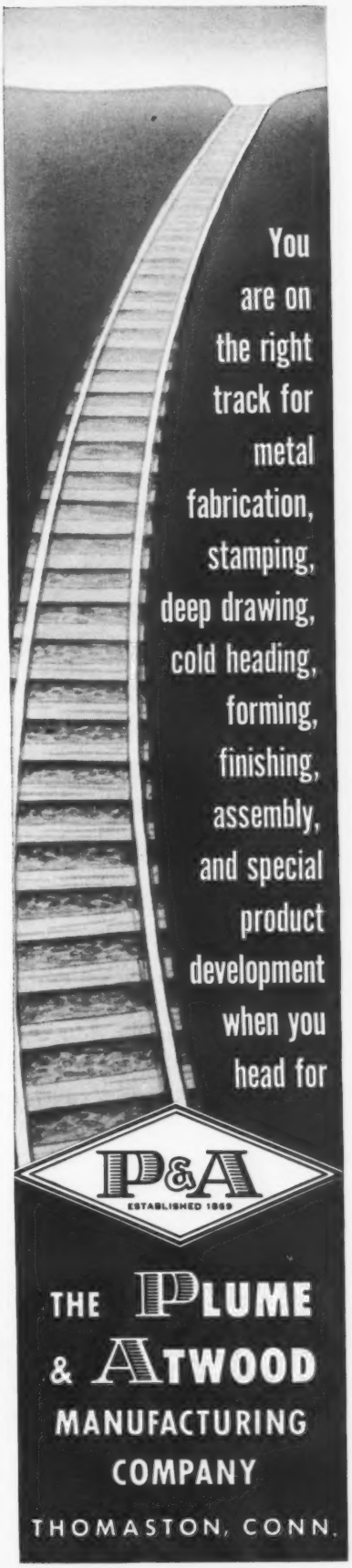
Can the company make a transfer under those conditions?

The arbitrator agreed with the company that it would be unreasonable to require management in such instances to put into operation the seniority system in order to make the necessary temporary adjustment in employee assignments. He recognized that it is not uncommon in manufacturing operations for such a shortage of parts to develop and it would be a practical impossibility to consult and observe seniority provisions and still operate the plant. Furthermore, the union's claim that there was an understanding between the parties that an employee might elect to refuse a transfer, had no relation to this case as that statement of intent related to a general reduction of work during slack periods when an employee could elect to refuse a transfer and take his chances of being laid off from his regular job. Also, the arbitrator held that the employee's leaving the plant in the middle of the shift was not a permissible method of protest. He should have obeyed the foreman's instructions and invoked the grievance procedure. That procedure is designed, according to the arbitrator, for those situations in which the employee feels sure he is right as well as for instances in which he thinks he may be wrong.

Do temporary employees have seniority rights entitling them to advancement into permanent positions even though they do not have qualifications necessary for original permanent hiring?

Here's What Happened.

Needing about nine men on a temporary job the company agreed with the union on the terms and conditions of such temporary employment. Provision was made for the rate of pay, physical examinations, termination date, work schedule, and that "no seniority rights will be retained upon employment termination". However the supplemental agreement outlining these conditions also provided "All other conditions of employment will be subject to the existing contract between the union and company". The existing contract for regular employees provided for advancement on the basis of specific qualifications and also on the basis of seniority. Company standards for the original hiring of permanent employees required applicants to have a high school diploma or its equiva-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lent but there was no such requirement for transfers or promotion. Two of these temporary employees bid for openings which occurred among the permanent positions during their period of temporary employment. Neither of them has a high school diploma or its equivalent.

Having been taken on as temporary employees were they entitled to permanent positions for which they could not originally qualify?

The arbitration board first decided that since the temporary agreement provided that seniority rights were not to be retained after termination of the temporary employment, the employees must have had seniority rights during the time they were actually employed. The board then determined that there is an important difference between the company's right to establish standards for original hiring and the establishment of a standard for promotion or transfer. The later standards, the board felt, cannot be established unilaterally. So, although the company could require an original applicant to have a high school diploma or its equivalent, it could not establish such a requirement for promotion or transfer without the consent of the union. Therefore, having decided the temporary employees had seniority while working, and having decided the company could not unilaterally require a high school diploma for transfer or promotion, it followed that the two employees were entitled to promotion to the permanent positions, since their lack of qualification was solely the want of a high school diploma or its equivalent.

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Is discharge too severe a penalty for sleeping on the job?

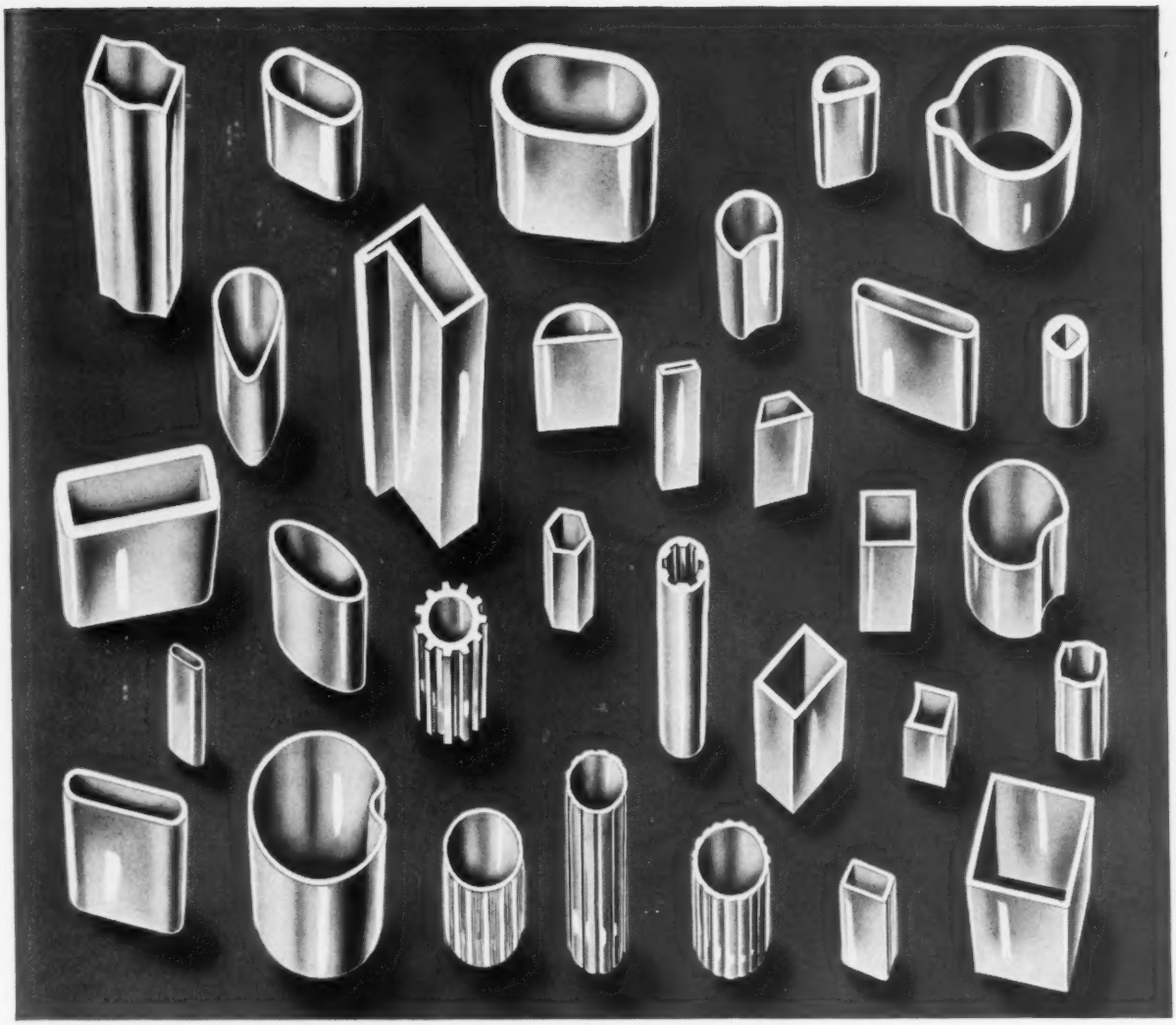
Here's What Happened.

The foreman was passing the locker room and, seeing an outline against the glass, investigated. He found the employee sound asleep lying on his back on a bench. It took some shaking to arouse him. When awakened, the employee admitted he had been there about an hour. His attendance record for the last 18 months had been very bad with numerous unexcused absences, often on Mondays or Fridays.

He had been repeatedly warned of his poor attendance record and, about a month before the sleeping incident, he was warned he had been given all the leeway possible and would have to straighten out. Still he slept. He had about fourteen years of satisfactory service but the last 18 months had rather ruined his good standing. He fully understood that the penalty for deliberate sleeping on the job was discharge.

Should the disciplinary action be reduced to something less than discharge?

The arbitrator was convinced the evidence clearly indicated the employee had deliberately left his work area to go to sleep. In view of the attention and patience the company had already shown the man the arbitrator felt it would be unreasonable to ask the company to make an execption to the established practice of discharging persons found deliberately sleeping on the job.



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Other pavements frequently earn less than they cost. The resulting drain on available highway revenues leaves less and less money for building urgently needed new roads.

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BUSINESS TIPS

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Retaining Junior Executives and Key Personnel

By WILLIAM N. KINNARD, JR.
Assistant Professor of Finance

With increased skills and training required for more and more jobs in American industry, there have also been great increases in the demands on management. There is today a real shortage of capable men trained and ready to take over the reins of business.

The task of providing needed replacements for existing management, of keeping existing management current with recent developments in the field, and of preparing additional key personnel for planned expansion requires a substantial investment on the part of the company. The firm's best interests require that men in whom it has a substantial investment, and on whom its future in large part rests, remain with it throughout their productive economic lives. Yet a major problem in both large and small business is the turnover of men in the lower and middle managerial ranks.

Money income is not the entire answer to the problem of junior executive mobility. Today's young management men are keenly aware of tax considerations which did not exist for the preceding generation at the same stage in their rise. They are also sensitive to the demands of retirement security and family financial protection.

Two recent ideas for rewarding key personnel on a selective basis appear to offer a partial solution to many firms. In both instances, the firm makes a tentative financial investment in the individual, but the employee stands to gain little or nothing unless he remains with the firm for several years at least.

Split-Dollar Life Insurance

The young family man is most in need of life insurance coverage, and yet in many respects least able to afford it. Through a recent Revenue Ruling, split-dollar life insurance offers low-cost permanent life insurance protection to such employees through agreement with the employer. The agreement calls for the employer to make annual payments equal to the increase in the cash surrender value of the policy, in which the employer retains a beneficial interest.

The balance of the premiums are paid by the employee. In the earlier years, these payments are normally relatively high. The burden in these years can be reduced even more by arranging for payments to be averaged over the premium-paying period of the policy. This results in somewhat higher payments by the employer in the early years, and lower payments in the later years.

A 30-payment non-participating life policy for $25,000 is illustrated in the accompanying table. It is assumed the employee is 35 when the policy is written. The figures are based on rates of a representative stock insurance company.

If the employee's contributions are averaged over the 30-year period, then he would pay approximately $48.87 per year for an average of $15,575 insurance coverage. This amounts to about $3.14 per thousand per year, as compared with an approximate $16.75 per thousand per year which term insurance would cost him over a 30-year period, starting at age 35.

After 30 years, the policy is fully paid up. The employee retains $6,150 in permanent insurance coverage, since all increases in cash surrender value

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Policy Year	Total	Annual Premium Employer Pays	Annual Premium Employee Pays	Annual Increase-Cash Surrender Value*	Employee's Insurance Protection
1	$ 626	—	$ 626	—	$25,000
2	626	$ 375	251	$ 375	24,625
5	626	550	76	550	23,000
10	626	600	26	600	20,150
20	626	626	0	675	13,775
30	626	626	0	810	6,150
Total (30 yrs.)	$18,780	$17,314	$ 1,466	$18,850	

* Annual increase in employer's beneficial interest in policy.

thereafter accrue to him. Upon his death or other settlement of the policy, the company would pay a tax on the "profit" realized, while the employee would receive the benefits on a nontaxable basis.

The figures would be varied somewhat if a mutual company were involved, but the same general pattern would exist.

The employee, by remaining with the firm, has low-cost insurance covering years important in his family financial planning. The elimination of worry about family security should result in a higher degree of loyalty and efficiency on the part of employees and a higher rate of retention of key personnel by the firm.

Stockless Stock Options

A second plan for retaining managerial personnel involves providing the benefits of stock options without actually granting the employee any stock. This program may be particularly attractive in companies with strict limitations on new stock issuance, or with control problems.

Under the plan, key personnel may be given a variable number of "units", which are the bookkeeping equivalent of shares of common stock. Dividends, stock splits and the like are credited to the account of the individual employee. Upon retirement or death, he receives all the additions to his account, plus the "profit" realized on a dummy capital gain on his shares of stock. This accumulated sum is then paid out on a fixed periodic basis to the employee or his estate.

Credits may be increased, decreased or removed, but all earnings to a given point of time remain vested rights of the employee unless he leaves the company voluntarily within five years of earning any credits.

This plan differs from most stock option plans in that it does not require any actual investment of funds. Future income depends on the employee's contribution to the success of the company. The plan is specifically aimed at the younger member of the managerial ranks. It can reach further down the organizational ladder than can the straight stock option plan.

Both of these plans represent attempts to retain the younger man in whom the company has an important stake so as to realize the benefits of his training and experience in future years. With the training of new management requiring more time, effort and skill than ever before, programs aimed at retaining their services for the firm during their most productive years call for serious study and consideration by the present top management.

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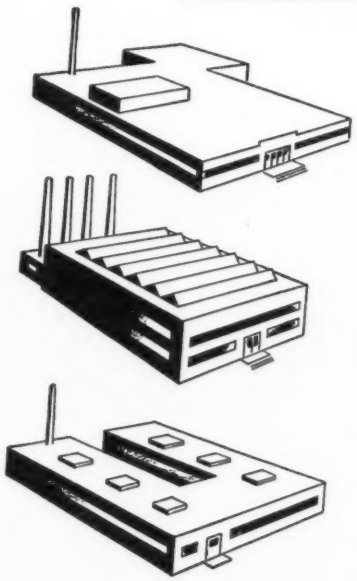

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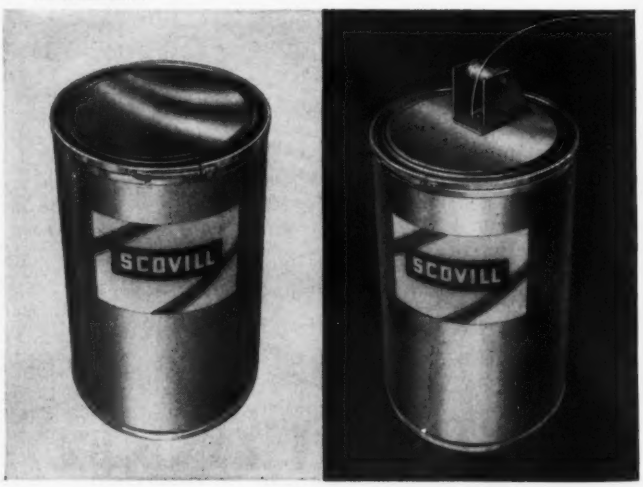

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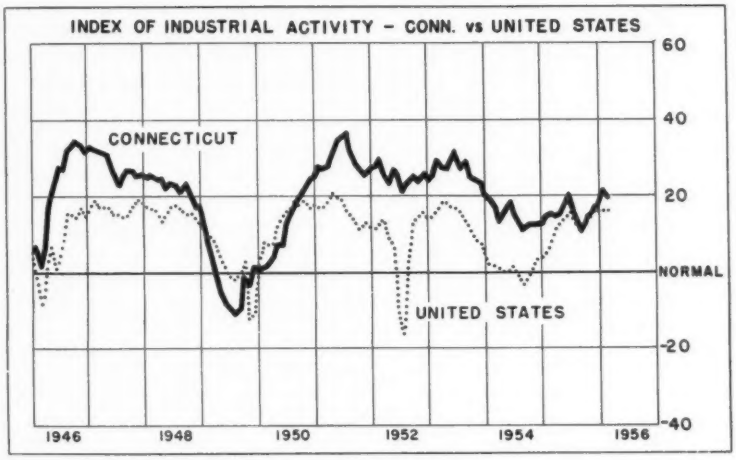
BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.



THE Connecticut index of general business activity declined two percentage points in February to an estimated 19 per cent above normal. The present standing shows a 7 point improvement since August, 1954, the beginning of the recent business expansion, and is 3 percentage points above the corresponding month of 1955.

In February the United States industrial activity index remained unchanged for the third consecutive month at an estimated 16 per cent above normal. Only small changes occurred in the components of the index.

Hours and Earnings

Average weekly earnings of manufacturing production workers in Connecticut declined slightly to $82.29 in February. During the last two months earnings dropped a total of $1.13 from the record high of December, due to a reduction in the length of the work week. Hourly earnings, meanwhile, remained at a record high of $1.95. Average weekly earnings in this State continue to be well above the National average of $78.36.

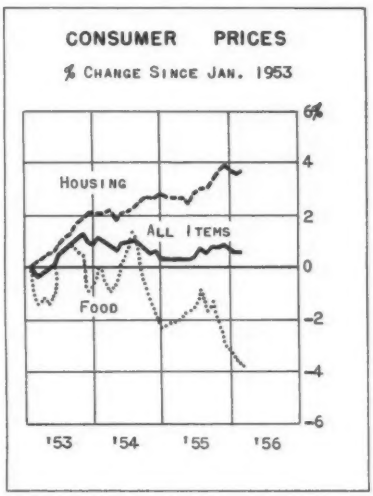
Prices

In February the cost of living index remained unchanged at 114.6, the lowest level since August. A decline in food prices was offset by moderate rises in most of the other categories. Food prices were at their lowest level since December 1950 and are over 6% lower than the high point recorded in mid-1952.

Inventories vs. Sales

In January manufacturers' inventories rose for the ninth successive month. Although some easing in sales has appeared recently, their current high level tends to justify large inventories.

The ratio of manufacturers' inventories to sales has increased since mid-1955. Inventories at present are equivalent to approximately 1.7 months sales. While this is below the level obtaining during the 1953 business expansion, continued rises could indicate that the current business boom is losing momentum.



Employment

Total non-agricultural employment in Connecticut declined moderately in February to 871,500. Manufacturing

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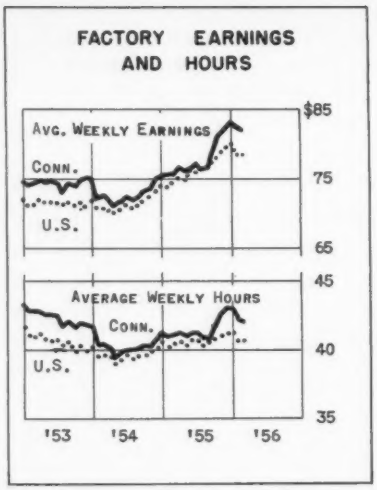

and non-manufacturing shared the reduction equally. During the last twelve months non-agricultural employment increased 28,100. Non-manufacturing employment was 15,400 higher than in the corresponding month of last year and manufacturing employment picked up 12,700 in the twelve months.

Cotton

Cotton activity in Connecticut improved during the fourth quarter of 1955, however, the number of bales of cotton consumed and hours of spindle activity for the year declined 18% and 9%, respectively, from the 1954 totals. As a result of the downward trend in the textile industry, the Danielson labor market area is classified in the substantial labor surplus group, the only State area so classified.

Needed: Career File Clerks

(Continued from page 17)

well to remember that accomplishments are made by people, not things.

And to be successful in dealing with others is a skill that can be acquired. Understanding human values implies a return to simple truths, oft proved but inadvertently overlooked in our eagerness to get scientific.

Anyway we look at it, filing or records work is generally quite routine. We can try to dress it up with good physical surroundings, modern equipment, and easy procedures, but these are little more than salad dressing if we think only of the work and not of the workers—if we don't add understanding, tolerance, and consideration. A steady diet of routine work in the office is akin to eight hours a day on the assembly line in a factory. Tedium sets in and boredom results.

What kind of people do we actually hire for these jobs?

We complain about the people we get from the personnel department these days, as though they were substandard instead of typical. But do we honestly want the ones who can think for themselves? Do we give them a chance to do any thinking?

How many file supervisors are people who came up the ranks the hard way and who now want to enjoy their positions of responsibility and authority? "I'm the boss here, and I'll do the thinking," seems to be par for the course for many. Does such an attitude make our jobs attractive to others?

Inwardly, and possibly unknowingly, we resent the restrictions that have been imposed upon us in recent years by such influences as unions, government and changing social legislation. About the only chance we have left of asserting the importance of our positions is by bossing our people, or at least thinking for them.

We who are genuinely happy at our jobs of managing, directing, and policymaking, cannot understand why our employees "who work for us" are not thrilled to death with their routine jobs. Yet the gap which exists between their jobs and ours, which we take for granted, does not exist in their way of living and ours. In reality these people are little different from us; they have the same fears, hopes, and ambitions. If we could but recognize this simple fact, we would save ourselves many headaches and our people much frustration.

These people, like us, are not just trying to make a living—but also a life. They too are a part of this age of "push button" living, into which we have entered wholeheartedly and emphatically. Without conscious decision, we are drastically overhauling the habits of generations.

The keynote of this age is convenience in everything we need, want, and wear. A large portion of our food budget goes beyond necessities for convenience foods, such as frozen or pre-cooked foods. Clothes are casual. We are spending a larger percentage of our dollar on costly work-saving devices in our homes.

These changes are symbolic of a middle-class land, where everyone is important in his own right. Our file clerks enjoy television just as we do.

(Concluded on page 56)

ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

Work Simplification In Office Management

ONE of the effective techniques for improving office operations is Work Simplification. As used here, it describes the analysis of an individual procedure, workplace or job to obtain the smoothest, most effective method of operation.

Definition

Work Simplification is not a new idea and yet it must be included as one of the forward thinking concepts in which the modern Office Manager should be well versed. The word "concept" is particularly used because Work Simplification is actually a philosophy more than a scientific technique. By definition it can be described as the organized application of common sense to individual or group effort and the finding of easier and better ways of doing the work. This same definition can be applied to other techniques aimed at producing better results. Systems and Procedures analysis, Forms Design and Control and Work Measurement are involved in this same effort. In practical operation Work Simplification has been associated with the concentrated attention to the individual workplace and to individual motions. It is possible that in its fact finding phases it can overlap ground already covered by measurement studies or procedural analysis. However, proper administration and co-ordination of the overall programs can make this aditional review a beneficial asset rather than a source of extra effort.

Requirements for Success

The major requirement for the success of a Work Simplification Program is the whole-hearted support and co-operation of management, supervision and the employees. These factors are usually necessary in any new idea. In the case of Work Simplification, they are vital, and failure to obtain the proper attitude from any of the three groups mentioned will doom a Work Simplification Program to deterioration and disintegration.

Human Factors

A sympathetic understanding of people and practical problems is necessary in proceeding into work simplification analysis. An employee does not deliberately try to find the most difficult way of performing a task, nor does he purposely adopt a work method that unnecessarily complicates a procedure, operation, or entire system. Yet it is surprisingly easy for unnecessary work or a poor method to creep into a given job. The improper habits may have been brought about by poor training, by poor working habits, or by lack of supervisory and management attention to the workplace. Once there, this extra effort is not easily removed. For one thing it is not easily discovered and if discovered, not automatically corrected. The desire to discover these time consuming work characteristics and the will to affirmatively correct them is therefore the basis upon which success is achieved.

The effect of these Work Simplification efforts upon individuals will of course vary. It is not pleasing to an employee of long standing to be advised by some one else that he has done his task the wrong way. Some people have a high sensitivity to any studies in which they imagine criticism while others have a high resistance to change. Emphasis that studies are not a criticism of past or existing methods do much to alleviate employee apprehension. Also of aid are the explanations of the personal advantages which accrue to the employee by making his task easier. However, the most effective instrument for handling these problems and for obtaining improved results is participation. People do not

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resist changes which they originate or help to develop. Their pride in sponsorship becomes the firm foundation upon which the revised method is continued in use and improved on further.

Fundamentals of Work Simplification

Work Simplification consists of five basic approaches: Motion Analysis; Work Distribution Analysis; Process Analysis; Work Count; Lay-out Studies.

Each of these techniques is related although each approaches work analysis in a different way. A particular problem may use any one or all of the above techniques in arriving at a solution. Regardless of which approach is selected a definite sequence of steps should be followed to obtain most favorable results. The steps are:

1. Proper selection of the job to be studied.
2. Determination of "What" is done. Recording job details.
3. Analyzing the Job Details.
4. Developing an Improved Method.
5. Installation of the Improved Method.

The fundamentals and series of steps described above, offer a simple approach to better working practices. They are particularly advantageous to those organizations where specially trained analysis personnel are not available. Studies can be made by employees who actually perform the work and worthwhile improvements developed. The principle of a periodic self-appraisal is a sound one and can produce worthwhile results in any type of activity.

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Needed: Career File Clerks

(Continued from page 54)

They drive cars as good as ours. They are as much a part of this change as we are. Is it any wonder, then, that we encounter trouble when we go on blindly imagining that our workers expect less from their jobs than we do from ours?

The Solution

The solution is not difficult. Our workers will like us if we sincerely like them. They will trust us if we first trust them. They will willingly serve our company's purpose so long as we consider the fulfillment of their personal dreams, hopes, and aspirations.

Maybe this sounds idealistic, and hard to actually accomplish. It need not be. An illustration might suggest a formula.

All of us are in business—that's what we're talking about. Separate the word "business" into its component letters, B-U-S-I-N-E-S-S, and we find the "U" and "I" are in it. In fact, if "U" and "I" were not in business, it would not be business.

Continue this examination, and discover that "U" comes before "I" in business. And notice further that in business "I" is silent. Does that suggest a philosophy for making our workers feel their efforts in our behalf are appreciated?

Emphasize the "I" when it stands for ideas, information, insight, and inspiration. The greatest men are those who transform the world by a slow and quiet explosion.

We can point in all sorts of directions, without finding the solution to our problems. And all the while it is as close as our mirror.

Salesmen and Industrialists Teen-Age Style

(Continued from page 11)

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While Junior Achievement is primarily pointed at giving today's youth a better understanding of corporate business, it is recognized by educators as an educational program, classified as a laboratory for business economics.

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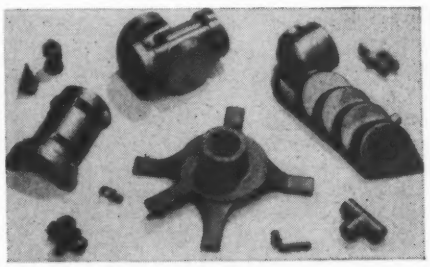

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SPOTLIGHT ON THE FUTURE*

By MARSHALL PEASE
Assistant Manager of Purchases
Detroit Edison Company
Detroit, Michigan

General Business Conditions

THE returns by Purchasing Executives reporting in the April business survey clearly reflect the rolling adjustments taking place within the high level of industrial activity. When contrasted with March, the varying percentages emphasize that condition. For instance, in the April returns 37% reported increased production, compared with 33% in March, while 49% reported April production remained the same, as against 57% so reporting in March. Declining production in April was reported by 14% of those participating, compared with only 10% who reported declines in March. In the category of new orders, 36% reported improvement in April; 45% said no change, and 19% reported reduced volume of incoming orders. By comparison, those percentages in the March reporting were 33%, 50% and 17%, respectively.

The Business Survey Committee members indicate there was no moderation in the rapidly rising price structure, with the emphasis noted on raw materials, nonferrous metals and electrical equipment. With the settlement of local strikes, employment is reportedly holding at high levels, and the Committee members still find a shortage of engineers and skilled personnel. Buying policy remains essentially unchanged, and the inventory position confirms the condition of rolling adjustments noted in production and new orders.

Expectations have been exceeded, say 58% who answered the following special question: "Are demands on industrial production in general greater, the same or lower than you expected they would be as we enter the second quarter?" That industrial output is, at least, as high as was estimated is reported by 31% of the Committee members, and only 11% found April production below anticipated levels.

Commodity Prices

The rising prices reflected in the March reports of Committee members continued unabated. Not since last September have so many felt the advancing price pressures. In April, those reporting price increases rose to 76%, from 68% in March. While 31% reported prices the same in March, only 21% were in this category in April. Lower prices were indicated by 3%, compared to 1% the previous month.

Inventories

Where inventories of purchased materials are reported increased, it is generally attributed to good business and protection against price advances or strikes. 34% of the Committee say inventories are higher, compared with 32% in March. The same inventory is reported by 50%, against 57% last month, and 16% say inventories are lower, compared with 11% in March.

Buying Policy

Buying for production materials remains predominantly in the 30-to-90 days' range. The breakdown shows 24% in the 30-day range; 36% in the 60-day bracket, and 26% covering for 90 days. There are still 14% who report that they must cover for 120 days or more.

On MRO supplies, there is little change from last month. Only 1% report a need for 120 days' lead time, with 17% in the 90-day range; 26% in the 60-day range; 39% at 30 days, and 17% ordering as needed.

For capital expenditures, 61% report a need for a lead of 120 days to one year; 18% require 90 days; 11%, 60 days, and 10%, 30 days or less.

Specific Commodity Changes

Corrugated paper products and aluminum had the greatest number reporting price increases.

On the up side are: Aluminum, brass, some copper products, nickel, some steel items, tin, pig iron, oxygen, acetylene, alcohol, paper, corrugated cartons, lumber, coal, lubricants, electric motors, electrical equipment linseed oil and tin cans.

On the down side are: Copper, rubber, burlap and nylon yarns.

In short supply are: Aluminum, copper, nickel, steel (stainless, alloy, pipe, plates shapes, structural, sheets), selenium, titanium dioxide, monel, paper, corrugated papers, cellophane, lumber and cement.

* *Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Acting Chairman is Marshall Pease, Assistant Manager of Purchases, The Detroit Edison Company, Detroit, Michigan.*

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Chandler Evans Div Pratt & Whitney Co Inc. (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs) — West Hartford
Fenn Mfg Co The (Hardened and Ground Gears assemblies) — Newington
Gabb Special Products Div E Horton & Son Company (filler caps—pressure fuel servieing systems) — Windsor Locks
Hamilton Standard Div United Aircraft Corp (propellors and other aircraft equipment) — Windsor Locks
Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems) — Danbury
Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications) — Middletown

Aircraft Components
Aircraft Welding & Mfg Co Inc — Hartford

Aircraft Engine Timing Tools
Gabb Special Products Div E Horton & Son Company — Windsor Locks

Aircraft Fasteners
Scovill Manufacturing Company (PANELOC Aircraft Fasteners) — Waterbury

Aircraft Instruments
Gorn Electric Company Inc — Stamford

Aircraft—Repair & Overhaul
Airport Department Pratt & Whitney Aircraft Division — Rentschler Field East Hartford

Aircraft Sheet Metal Work
Aero Form Co — New Haven

Aircraft Studs & Bolts
Britton Mfg Co Inc The — Hartford

Aircraft Test Equipment
United Manufacturing Co Division of The W L Maxson Corp — Hamden

Alumilite Aluminum Sheets
Leed Co The H A — Hamden

Aluminum Bronze Castings
Knapp Foundry Company Inc — Guilford

Aluminum Castings
Eastern Malleable Iron Company The — Naugatuck
Newton-New Haven Co 688 Third Avenue — West Haven
Charles Parker Company The — Meriden

Aluminum Extrusions
Bridgeport Brass Company — Bridgeport

Aluminum Forgings
Bridgeport Brass Company — Bridgeport
Consolidated Industries Inc — West Cheshire
Scovill Manufacturing Company — Waterbury 91

Aluminum Ingots
Lapides Metals Corp — New Haven

Aluminum—Sheet and Rod
Scovill Manufacturing Company — Waterbury

Aluminum—Sheets & Coils
United Smelting & Aluminum Co Inc — New Haven

Ammunition
Arms and Ammunition Div Olin Mathieson Chemical Corp — New Haven
Remington Arms Co Inc and Peters Cartridge Div — Bridgeport

Anodizing
Comco Inc Div of Enthone Inc — New Haven
Leed Co The H A — Hamden

Anodizing Equipment
Comco Inc Div of Enthone Inc — New Haven

Asbestos
Auburn Manufacturing Company The (gaskets, packings, wicks) — Middletown

Asbestos & Rubber Packing
Colt's Manufacturing Company — Hartford

Asarcon Bronze
Knapp Foundry Company Inc (bushing & bearing stock) — Guilford

Assemblies—Small
Barnes Co The Wallace Div Associated Spring Corp — Bristol
Greist Manufacturing Co The — New Haven
Humason Mfg Co The — Forestville
J H Sessions & Son — Bristol

Auto Cable Housing
Wiremold Company The — Hartford

Automatic Control Instruments
Bristol Co The (temperature, pressure, flow, humidity, time) — Waterbury

Automatic Screw Machine Products
C K & B Machine Co Inc (Swiss) — Bethel

Automobile Accessories
Kilbourn-Sauer Company (lights and other accessories) — Fairfield

Automotive Bodies
Metropolitan Body Company — Bridgeport

Automotive Parts
Eis Manufacturing Co (Hydraulic and Mechanical) — Middletown
Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber) — Bridgeport

Automotive & Service Station Equipment
Scovill Manufacturing Company (Canned Oil Dispensers) — Waterbury 91

Automotive Tools
Eis Manufacturing Company — Middletown

Bags—Paper
Continental Can Co Paper Container Div — Kensington

Bakelite Moldings
Watertown Mfg Co The — Watertown

Balls
Abbott Ball Co The (steel bearing and burnishing) — Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) — Hartford
Kilian Steel Ball Corp The — Hartford

Banbury Mixers
Farrel-Birmingham Company Inc — Ansonia

Barrels
Abbott Ball Co The (burnishing and tumbling) — Hartford
Hartford-Steel Ball Co The (tumbling) — Hartford

Baskets—Wire
Rolock Inc — Fairfield

Bathroom Accessories
Autoyre Company The — Oakville
Charles Parker Co The — Meriden

Batteries
Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others) — New Haven

Bearings
Fafnir Bearing Co (ball) — New Britain
Marlin-Rockwell Corporation — Plainville
New Departure Div of General Motors (ball) — Bristol
Norma-Hoffmann Bearings Corp (ball and roller) — Stamford

Bellows
Bridgeport Thermostat Company Inc (metallic) — Bridgeport

Bellows Assemblies
Bridgeport Thermostat Company Inc — Bridgeport

Bellows Shaft Seal Assemblies
Bridgeport Thermostat Company Inc — Bridgeport

Bells
Bevin Brothers Mfg Co — East Hampton
Gong Bell Co The — East Hampton
N N Hill Brass Co The — East Hampton

Belt Fasteners
Saling Manufacturing Company (patented self-aligning) — Unionville

Belting
Hartford Belting Co — Hartford
Russell Mfg Co The — Middletown

Bends—Pipe or Tube
National Pipe Bending Co The — 160 River St New Haven

Bicycle Coaster Brakes
New Departure Div General Motors Corp — Bristol

Bicycle Sundries
New Departure Div General Motors Corp — Bristol

Binders Board
Colonial Board Company — Manchester

Blacking Salts for Metals
Enthone Inc — New Haven
Mitchell-Bradford Chemical Co — Bridgeport

Black Oxide Finishing
Black Oxide Inc — New Britain

Black Oxide Treatment
Bennett Metal Treating Co The 1045 New Britain Ave — Elmwood

Blades
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) — Hartford

Blocks
Howard Company (cupola fire clay) — New Haven

Blower Fans
Colonial Blower Company — Plainville
Spencer Turbine Co The — Hartford

(Advt.)

Blower Systems
Colonial Blower Company Plainville
Ripley Co Middletown

Blower Wheels
Torrington Manufacturing Company The Torrington

Blueprints and Photostats
Joseph Merritt & Co Hartford

Boilers
Bigelow Co The New Haven
General Electric Company (Residential oil and gas fired steam and hot water) Bridgeport

Bolts and Nuts
Blake & Johnson Co The (nuts machine screw-bolts, stove) Waterville
Clark Brothers Bolt Co Milldale

Bonderizing
Clairglow Mfg Company Portland

Box Board
Federal Paper Board Co Inc Montville, New Haven & Versailles
Lydall & Foulds Paper Co The Manchester
Robertson Paper Box Co Montville
Gair Company Inc Robert Montville
New Haven Board and Carton Co The New Haven

Boxes
Clairglow Mfg Company (metal) Portland
Connecticut Container Corporation New Haven
Gair Company Inc Robert (corrugated and solid fibre shipping containers) Portland
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) Durham
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) Bridgeport

Boxes and Crates
City Lumber Co of Bridgeport Inc The Bridgeport

Boxes—Folding
Leshine Carton Co Branford

Boxes—Metal
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) Durham
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) Waterbury

Boxes—Paper—Folding
Atlantic Carton Corp Norwich
Bridgeport Paper Box Co Bridgeport
Curtis & Sons Inc S Sandy Hook
Folding Cartons Incorporated (paper, folding) Versailles
Gair Company Inc Robert Montville
H J Mills Inc Bristol
National Folding Box Co Div Federal Paper Board Co Inc (paper folding) New Haven and Versailles
New Haven Board and Carton Co The New Haven
Robertson Paper Box Co Montville
Warner Bros Co The Bridgeport

Boxes—Paper—Setup
Box Shop Inc The New Haven
Bridgeport Paper Box Co. Bridgeport
Heminway Corporation The Waterbury
H J Mills Inc Bristol
Strouse Adler Company The New Haven
Warner Bros Co The Bridgeport

Braid—Elastic & Non-elastic
Essex Mills Inc Essex

Brake Cables
Eis Manufacturing Co Middletown

Brake Linings
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial) Bridgeport
Russell Mfg Co The Middletown

Brake Service Parts
Eis Manufacturing Co Middletown

Brass & Bronze
American Brass Co The (sheet, wire, rods, tubes) Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport
Bristol Brass Corp The (sheet, wire, rods) Bristol
Chase Brass & Copper Co Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls) Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod) Thomaston
Scovill Manufacturing Company Waterbury 91
Seymour Mfg Co The (strip, sheet & wire) Seymour
Tinsheet Metals Co The (sheets and rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Brass & Bronze Ingot Metal
Mitchell Smelting & Refining Co Inc Botsford
Plume & Atwood Mfg Co The Thomaston
Whipple and Choate Company The Bridgeport

Brass, Bronze, Aluminum Castings
Charles Parker Company The Meriden
Victors Brass Foundry Inc Guilford

Brass Goods
American Brass Company The Waterbury
Plume & Atwood Mfg Co The (to order) Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares) Milford
Scovill Manufacturing Company (to order) Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

Brass Mill Products
American Brass Company The Waterbury
Bridgeport Brass Co Bridgeport
Chase Brass & Copper Co Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

Brick-Building
Donnelly Brick Co The New Britain

Bricks—Fire
Howard Company New Haven
Mullite Refractories Co The Shelton

Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven

Broaching
Hartford Special Machinery Co The Hartford

Bronze & Aluminum Castings
Charles Parker Co Meriden
Knapp Foundry Company Inc (rough or machined) Guilford

Brooms—Brushes
Fuller Brush Co The Hartford

Buckles
B Schwanda & Sons Staffordville
G E Prentice Mfg Co The Kensington
Hawie Mfg Co The Bridgeport
North & Judd Manufacturing Co New Britain
Patent Button Co The Waterbury
Risdon Manufacturing Co John M Russell Div Naugatuck

Buffing & Polishing Compositions
Apothecaries Hall Co Waterbury
Lea Mfg Co Waterbury

Burners
Plume & Atwood Mfg Co The (kerosene oil lighting) Thomaston

Burners—Automatic
Peabody Engineering Corporation Stamford

Burners—Coal and Oil
Peabody Engineering Corporation (Combined) Stamford

Burners—Gas
Peabody Engineering Corporation (Blast Furnace) Stamford

Burners—Gas and Oil
Peabody Engineering Corporation (Combined) Stamford

Burners—Refinery
Peabody Engineering Corporation (For Gas and Oil) Stamford

Burnishing
Abbott Ball Co The (Burnishing Barrells and Burnishing Media) Hartford

Burs
Pratt & Whitney Co Inc West Hartford

Busways
Distribution Assemblies Department, General Electric Co Plainville

Buttons
B Schwanda & Sons Staffordville
Frank Parizek Manufacturing Co The Putnam
Patent Button Co The Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91
Waterbury Companies Inc (Uniform and Fancy Dress) Waterbury

Cabinets
Charles Parker Co The (medicine) Meriden

Cabinet Work
Hartford Builders Finish Co Hartford

Cable—Asbestos Insulated
Rockbestos Products Corp New Haven

Cable-Interlocked Armor
General Electric Company Bridgeport

Cable—Nonmetallic Sheathed
General Electric Company Bridgeport

Cable—Service Entrance
General Electric Company Bridgeport

Cages
Andrew B Hendryx Co The (bird and animal) New Haven

Cams
American Cam Company Inc Hartford
Hartford Special Machinery Co The Hartford
Rowbottom Machine Company Inc Waterbury

Canvas Products
F B Skiff Inc Hartford

Capacitors
Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

Carbide Drawing Dies
State Products Co (eyelet special shape dies) Oakville

Carbide Shape Dies
Thomaston Tool & Die Co (any form) Thomaston

Carbide Tools
Precision Tool & Die Co Waterbury

Card Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Carpenter's Tools
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) New Haven

Carpet
B F Goodrich Sponge Products Division Shelton

Carpet Cushion
B F Goodrich Sponge Products Division Shelton

Carpets and Rugs
Bigelow-Sanford Carpet Co Thompsonville

Casters
Bassick Company The (Industrial and General) Bridgeport

Casters—Industrial
George P Clark Co Windsor Locks

Castings
Connecticut Foundry Co (grey iron) Rocky Hill
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Charles Parker Company The (brass, bronze, aluminum) Meriden
Ductile Iron Foundry Inc Stratford
Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck
Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel) Ansonia
Hartford Electric Steel Corp The (stainless steel) Hartford
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Malleable Iron Fittings Co (malleable iron and steel) Branford
McLagon Foundry Co (grey iron) New Haven
Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron) Hartford
Producto Machine Company The Bridgeport
Scovill Manufacturing Company (Brass & Bronze) Waterbury 91
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington
Union Mfg Co (grey iron & semi steel) New Britain
Waterbury Foundry Company The (highway & sash weights) Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

(Advt.)

Castings—Investment
Arwood Precision Casting Corp — Groton

Cements—Refractory
Mullite Refractory Co The — Shelton

Centers
Ready Tool Co The (anti friction, carbide tipped, high speed) — Bridgeport

Chain
Risdon Manufacturing Co John M Russel Div — Naugatuck
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable) — Torrington

Chain—Bead
Auto-Swage Products Inc — Shelton
Bead Chain Mfg Co The — Bridgeport

Chain—Power Transmission and Conveying
Whitney Chain Company — Hartford

Chairs
The Hitchcock Chair Company — Riverton

Chemical Analysis
State Testing Laboratory — Bridgeport

Chemical Manufacturing
Carwin Company The — North Haven

Chemicals
American Cyanamid Company — Waterbury
Apothecaries Hall Co — Waterbury
Carwin Company The — North Haven
Macalaster Bicknell Company — New Haven
MacDermid Incorporated — Waterbury
Naugatuck Chemical Division United States Rubber Co — Naugatuck
New England Lime Company — Canaan
Pfizer & Co Inc Chas — Groton

Chemicals—Agriculture
Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) — Naugatuck

Christmas Light Clips
Foursome Manufacturing Co — Bristol

Chromium Plating
Chromium Corp of America — Waterbury
Chromium Process Company The — Shelton
City Plating Works Inc — Bridgeport

Chucks
Cushman Chuck Co The — Hartford
Horton Chuck Div The E Horton & Son Company — Windsor Locks
Jacobs Manufacturing Co The — West Hartford
Union Manufacturing Company — New Britain

Chucks—Drill
Jacobs Manufacturing Co The — West Hartford

Chucks & Face Plate Jaws
Cushman Chuck Co The — Hartford
Union Mfg Co — New Britain
Horton Chuck Div The E Horton & Son Company — Windsor Locks

Chucks—Power Operated
Cushman Chuck Co The — Hartford
Union Manufacturing Company — New Britain

Circuit Breakers
Trumbull Components Department, General Electric Co — Plainville

Circulating Pumps
Corley Co Inc The — Plainville

Clay
Howard Company (Fire Howard "B" and High Temperature Dry) — New Haven

Cleaning Compounds
Enthone Inc (Industrial) — New Haven
Foy Electro-Chemical Co (industrial) — Ansonia

Cleansing Compounds
MacDermid Incorporated — Waterbury

Clock Mechanisms
Lux Clock Mfg Co The — Waterbury

Clocks
E Ingraham Co The — Bristol
Seth Thomas Clocks — Thomaston
United States Time Corporation The — Waterbury

Clocks—Alarm
Lux Clock Mfg Co The — Waterbury

Clocks—Automatic Cooking
Lux Clock Mfg Co The — Waterbury

Clutches
Snow-Nabstedt Gear Corp The — New Haven

Clutch Facings
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic) — Bridgeport
Russell Mfg Co The — Middletown

Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) — Ivoryton

Coil Winding Machines
Boesch Mfg Co Inc — Danbury

Coils
Dano Electric Company — Winsted

Coils—Electric
Bittermann Electric Company — Canaan

Coils—Pipe or Tube
National Pipe Bending Co The 160 River St — New Haven
Whitlock Manufacturing Co The — Hartford

Cold Molded Electrical Insulation
Meriden Molded Plastics — Meriden

Commercial Heat Treating
A F Holden Company The 52 Richard St — West Haven

Commercial Truck Bodies
Metropolitan Body Company — Bridgeport

Compacts
Scovill Manufacturing Company (powder and rouge) — Waterbury

Comparators
Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit) — West Hartford

Complete Plating Dept. Installations
Foy Electro-Chemical Co — Ansonia

Compressors
Norwalk Company Inc (high pressure air and gas) — South Norwalk

Computers
Newton Co The (electronic) — Manchester
Reflectone Corporation The — Stamford

Concrete Products
Plastricrete Corp — Hamden

Condenser and Heat Exchanger Tubes
Bridgeport Brass Company — Bridgeport
Scovill Manufacturing Company — Waterbury

Cones
Sonoco Products Co (Climax-Lowell Div) (Paper) — Mystic

Consulting Engineers
McNeal J D (Electrical and Electronic) — New Haven
Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave — Hartford

Continuous Mill Gages
Pratt & Whitney Co Inc — West Hartford

Contract Machining
Laurel Mfg Co Inc (Precision Production Small Parts) — Plainville
Malleable Iron Fittings Company — Branford
Charles Parker Co — Meriden

Contract Manufacturers
Fenn Mfg Co The (Precision Machine Work) — Newington
Greist Mfg Co The (metal parts and assemblies) 503 Blake St — New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications) — Durham
Charles Parker Co (sheet metal fabricators) — Meriden
Plume & Atwood Mfg Co The (metal parts and assemblies) — Thomaston
Scovill Manufacturing Company (metal parts and assemblies) — Waterbury 91
J H Sessions & Son — Bristol

Controllers
Bristol Company The — Waterbury
Manning Maxwell & Moore Inc — Stratford

Controls—Remote
Panish Controls (Remote Controls for Marine & Aeronautic Applications) — Bridgeport

Converters DC to AC
Electric Specialty Co — Stamford

Conveyor Systems
Leeds Conveyor Mfg Co The — East Haven
Production Equipment Co — Meriden

Copper
American Brass Corp The (sheet, wire, rods, tubes) — Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) — Bridgeport
Bristol Brass Corp The (steel) — Bristol
Chase Brass & Copper Co (sheet, rod, wire tube) — Waterbury
Thinsheet Metals Co The (sheets and rolls) — Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp — New Haven

Copper Castings
Knapp Foundry Company Inc — Guilford

Copper Sheets
American Brass Company The — Waterbury
New Haven Copper Co The — Seymour

Copper Shingles
New Haven Copper Co The — Seymour

Copperware
Bridgeport Brass Company (cooking utensils) — Bridgeport

Copper Water Tube
American Brass Company The — Waterbury
Bridgeport Brass Co — Bridgeport

Cords—Asbestos Insulated
General Electric Company — Bridgeport

Cords—Braided
General Electric Company — Bridgeport

Cords—Heater
Essex Mills Inc — Essex
General Electric Company — Bridgeport

Cords—Portable
General Electric Company — Bridgeport

Cord Sets—Electric
General Electric Company — Bridgeport
Seeger-Williams Inc — Bridgeport

Cork Cots
Sonoco Products Co (Climax-Lowell Div) — Mystic

Corrugated Box Manufacturers
Connecticut Container Corporation — New Haven
Corrugated Containers Inc — Hartford

Corrugated Shipping Cases
Connecticut Container Corporation — New Haven
Connecticut Corrugated Box Div Robert Gair Co Inc — Portland
D L & D Container Corp 87 Shelton Ave — New Haven

Cosmetic Containers
Eyelet Specialty Co The — Waterbury
Plume & Atwood Mfg Co The (metal) — Thomaston
Scovill Manufacturing Company — Waterbury

Cosmetics
J B Williams Co The — Glastonbury

Cotton and Asbestos Wicking
Bland Burner Co The — Hartford

Cotton Yarn
Floyd Cranska Co The — Moosup

Counting Devices
Veeder-Root Inc — Hartford

Couplings
Scovill Manufacturing Company (hose and tube) — Waterbury

Couplings—Self-Sealing
Sperry Products Inc — Danbury

Cranes and Conveyors
J-B Engineering Sales Co — New Haven

Crushers
Farrel-Birmingham Company Inc (Stone and Ore) — Ansonia

Cups—Paper
Continental Can Co Paper Container Div — Kensington

Cushioning for Packaging
B F Goodrich Sponge Products Division — Shelton
Gilman Brothers Co The — Gilman

Cut Stone
Dextone Co The — New Haven

Cutters
Barnes Tool Company The (pipe cutters, hand) — New Haven
Mitrametric Co The (ground pinion) — Torrington
Pratt & Whitney Co Inc (Milling Cutters all types) — West Hartford

Cutting & Creasing Rule
Bartholomew Co H I — Bristol

Cyl. Gauges & Tools
J & S Machine Co Inc — Hartford

Deep Hole Drilling & Reaming
Hamden Deep Hole Drilling Co — Hamden
Wilson Arms Co The — Hartford

(Advt.)

Deep Drawings
Stanley Pressed Metal — New Britain

Delayed Action Mechanism
M H Rhodes Inc — Hartford
R W Cramer Company Inc The — Centerbrook

Demineralizers
Crystal Research Laboratories — Hartford
Foy Electro-Chemical Co (industrial) — Ansonia

Design and Development
Sight Light Div The American & Machine & Foundry Co (electrical and electronic equipment) — Deep River

Development Work
Saybrook Manufacturing Inc — Old Saybrook

Diamonds—Industrial
Diamond Tool and Die Works — Hartford

Dictating Machines
Dictaphone Corporation — Bridgeport
Gray Manufacturing Company The — Hartford
SoundScriber Corporation The — New Haven

Die Cast Dies
C & F Tool & Die Corp — Bridgeport

Die Castings
Mt Vernon Die Casting Co — Stamford
Newton-New Haven Co Inc — New Haven

Die Casting Dies
ABA Tool & Die Co — Manchester
Eastern Machine Screw Corp The Truman & Barclay Sts — New Haven
Parker Stamp Works Co The — Hartford
Weimann Bros Mfg Co The — Derby

Die Heads—Self Opening
Eastern Machine Screw Corp The — New Haven
Geometric Tool Division, Greenfield Tap & Die Corp — New Haven

Die Polishing Machinery
Hartford Special Machinery Co The — Hartford

Die Sets
Pratt & Whitney Co Inc (Precision) — West Hartford
Producto Machine Company The — Bridgeport
Union Mfg Co (precision, steel and semi-steel) — New Britain

Die Sinkers
Pratt & Whitney Co Inc — West Hartford

Dies
Hoggson & Pettis Mfg Co The 141 Brewery St — New Haven
Mitrametric Co The (ground for gears) — Torrington
Parker Stamp Works Inc The (plastics and die castings) — Hartford
Pratt & Whitney Co Inc (Monocone and Ducone Dies) — West Hartford
Precision Engineering Co Inc (forging, trimming & blanking) — Southington

Dies & Die Cutting
Douglas Co Geo M — New Haven

Dish Drying Machines
Colt's Manufacturing Company — Hartford

Dish Washing Machines
Colt's Manufacturing Company — Hartford

Display Containers
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard) — New Haven and Versailles

Displays—Metal
Durham Mfg Co The (Designing & Mfg to customers' specifications) — Durham
Merriam Mfg Co (Contract Work to Individual Specifications) — Durham
Parsons Co Inc W A (custom designed)

Distribution Centers
Distribution Assemblies Department, General Electric Co — Plainville

Door Closers
Sargent & Company — New Haven
Yale & Towne Mfg Co The — Stamford

Doors
Bilco Co The (metal, residential and commercial) — West Haven

Dowel Pins
Allen Manufacturing Co The — Hartford
Holo-Krome Screw Corp The — West Hartford

Drafting Accessories
Joseph Merritt & Co — Hartford

Draft Inductors
Corley Co Inc The — Plainville

Drill Presses
Townsend Mfg Co The H P — Elmwood

Drilling Machines
Howe & Faut Inc (Turret Type) — East Norwalk
Pratt & Whitney Co Inc (Deep Hole) — West Hartford

Drilling and Tapping Mach'nery
Hartford Special Machinery Co The — Hartford

Drop Forgings
Atwater Mfg Co — Plantsville
Billings & Spencer Co The — Hartford
Consolidated Industries — West Cheshire
Wilcox Crittenden & Co Inc — Middletown

Druggists' Rubber Sundries
Seamless Rubber Company The — New Haven

Duplicating Machines—Automat'c
Pratt & Whitney Co Inc — West Hartford

Duplicator Tables
Regent Machine Co — Bridgeport

Elastic Narrow Fabric
Essex Mills Inc — Essex

Electric Cables
General Electric Company (for residential, commercial and industrial applications) — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Clocks
Sessions Clock Co The (alarm, kitchen, occasional and office) — Forestville

Electric—Commutators & Segments
Cameron Elec Mfg Co The (rewinding motors) — Ansonia

Electric Cord Springs
Bristol Spring Manufacturing Co — Plainville

Electric Cords
General Electric Company — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Eye Control
Ripley Company Inc — Middletown

Electric Fixture Wire
General Electric Company — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Durabilt") — Winsted

Electric Heating Elements
Hartford Element Co — Hartford

Electric Ignition Harnesses
General Electric Company — Bridgeport

Electric Insulation
Case Brothers Inc — Manchester
Stevens Paper Mills Inc The — Windsor

Electric Lighting Fixtures
Fan-Craft Mfg Co (residential, church, post lanterns) — Plainville
Plume & Atwood Mfg Co The — Thomaston
Wasley Products Inc — Plainville

Electric Motor Controls
Arrow-Hart & Hegeman Electric Co The — Hartford

Electrical Outlet and Switch Boxes, and Covers
General Electric Company — Bridgeport

Electric Signs
Berger Sign Co — Hartford
United Advertising Corp — New Haven

Electric Switches
Arrow-Hart & Hegeman Electric Co The — Hartford

Electric Time Controls
R W Cramer Company Inc The — Centerbrook

Electric Timers
Sessions Clock Co The — Forestville

Electric Timing Motors
Sessions Clock Co The (small) — Forestville

Electric Underfloor Duct System
General Electric Company — Bridgeport

Electric Wire
General Electric Company — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Wiring Devices
Arrow-Hart & Hegeman Electric Co The — Hartford

Electric Woven Heating Elements
Pre-Fab Heating Co Inc — Guilford

Electrical and Electronic Assemblies
Sight Light Div The American Machine & Foundry Co — Deep River

Electrical Conduit Fittings & Grounding Specialties
Gillette-Vibber Company The — New London

Electrical Connectors
Burndy Engineering Co Inc — Norwalk

Electrical Control Apparatus
Plainville Electrical Products Co The — Plainville

Electrical Goods
A C Gilbert Co — New Haven

Electrical Motors
Electric Specialty Co — Stamford
U S Electrical Motors Inc — Milford

Electrical Recorders
Bristol Co The — Waterbury

Electrical Relays and Controls
Allied Control Co — Plantsville

Electrical Switchboards
Plainville Electrical Products Co The — Plainville

Electrical Test Equipment
McNeal J D — New Haven

Electrical Wiring Systems
Wiremold Co The — Hartford

Electronic Parts
Terryville Manufacturing Co (Stampings to customer specifications — Terryville

Electronics
Gray Manufacturing Company The — Hartford
McNeal J D — New Haven
Newton Co The — Manchester
Ripley Co — Middletown
Sturrup Larabee & Warmers Inc — Middletown

Electroplating
City Plating Works Inc — Bridgeport
National Sherardizing & Machine Co — Hartford
Waterbury Plating Company — Waterbury

Electroplating—Equipment & Supplies
Comco Inc Div of Enthone Inc — New Haven
Lea Manufacturing Co The — Waterbury
MacDermid Incorporated — Waterbury

Electroplating & Industrial Selenium Rectifiers
Foy Electro Chemical Co — Ansonia

Electroplating Processes & Supplies
Enthone Inc — New Haven
United Chromium Incorporated — Waterbury

Electrotypes
Barnum-Hayward Electrotype Co Inc — New Haven
Lockwood Sons Inc Wm H — Hartford
New Haven Electrotype Div Electrographic Corp — New Haven

Elevators
Eastern Machinery Co The (passenger and freight) — New Haven
General Elevator Service Co — Hartford

Enameling
Conn Metal Finishing Co — Hamden
Waterbury Plating Company — Waterbury

Enameling and Finishing
Clairglow Mfg Co — Portland

End Milling Cutters
Pratt & Whitney Co Inc — West Hartford

Engines
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) — East Hartford
Wolverine Motor Works Inc (diesel stationary marine) — Bridgeport

Envelopes
Curtis 1000 Inc — Hartford
United States Envelope Company Hartford Division — Hartford

(Advt.)

Envelopes—Stock and Special
Continental Can Co Paper Container Div Kensington

Environmental Testing
State Testing Laboratory Bridgeport

Extractors—Tap
Walton Company The West Hartford

Eyelets
American Brass Company The Waterbury
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
Stevens Co Inc Waterbury

Eyelets, Ferrules and Wiring Terminals
American Brass Company The Waterbury

Eyelet Machine Products
American Brass Company The Waterbury
Ball & Socket Mfg Co The West Cheshire
Cold Forming Mfg Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Stevens Co Inc Waterbury

Fabricators
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

Fan Blades
Torrington Manufacturing Company The Torrington

Fancy Dress Buttons and Buckles
Waterbury Companies Inc Waterbury

Fans—Electric
General Electric Company Bridgeport

Fasteners—Aircraft
Scovill Manufacturing Company (PANELOC Aircraft Fasteners) Waterbury

Fasteners—Laundry Proof
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Fasteners—Slide & Snap
G E Prentice Mfg Co The Kensington
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

Felt
Auburn Manufacturing Company The (mechanical, cut parts) Middletown
Drycor Felt Company (paper makers and industrial) Staffordville

Felt—All Purpose
American Felt Co (Mill & Cutting Plant) Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Fenders—Boat
B F Goodrich Sponge Products Division Shelton

Fiber-glass Fabrication
Davis Co The E J New Haven

Fibre Board
Case Brothers Inc Manchester
C H Norton Co The North Westchester
Stevens Paper Mills Inc The Windsor

File Cards
Standard Card Clothing Co The Stafford Springs

Films
Cine-Video Productions Inc Milford

Finger Nail Clippers
H C Cook Co The 32 Beaver St Ansonia

Firearms
Colt's Manufacturing Company Hartford
Junior Screw Machine Products Inc West Haven
Marlin Firearms Co The New Haven
O F Mosberg & Sons Inc New Haven
Remington Arms Company Inc Bridgeport
Arms and Ammunition Div Olin Mathieson Chemical Corp New Haven

Fire Hose
Fabrics Fire Hose (municipal and industrial) Sandy Hook

Fireplace Goods
American Windshield & Specialty Co The 881 Boston Post Road Milford
John P Smith Co The (screens) 423-33 Chapel St New Haven

Fireproof Floor Joists
Dextone Co The New Haven

Fireworks
M Ba.kes' Sons Inc Wallingford

Fishing Lures
Dresser Products Inc Canaan

Fishing Tackle
H C Cook Co The 32 Beaver St Ansonia

Flashlights
Bridgeport Metal Goods Mfg Co Bridgeport
Electrical Div Olin Mathieson Chemical Corp New Haven

Flat Springs
Bristol Spring Manufacturing Co Plainville
Gemco Manufacturing Co Inc Southington

Flexible Shaft Machines
Pratt & Whitney Co Inc West Hartford

Floor & Ceiling Plates
Beaton & Cadwell Mfg Co The New Britain

Fluorescent Lighting Equipment
Fullerton Manufacturing Corp Norwalk
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford

Foam Rubber
B F Goodrich Sponge Products Division Shelton

Forgings
Billings & Spencer Company Hartford
Capewell Manufacturing Company Hartford
Cawthra Bros Forge Co Shelton
Clark Brothers Bolt Co Milldale
Consolidated Industries Inc West Cheshire
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Ductile Iron Foundry Inc Stratford
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia
Fritzell Foundry & Casting Co The New Haven
Hartford Electric Steel Corp The Hartford
Charles Parker Company The (brass, bronze, aluminum) Meriden
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Producto Machine Company The Bridgeport
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington
Union Mfg Co (gray iron & semi steel) New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Fountain Pens and Mechanical Pencils
Waterman Pen Company Inc Seymour

Foundry Riddles
John P Smith Co The 423-33 Chapel St New Haven

Fuel Oil Pump and Heater Sets
Peabody Engineering Corporation Stamford

Furnaces
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk

Gage Blocks
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

Galvanizing
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown

Gaskets
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Division of Raybestos-Manhattan Inc Bridgeport
Tsingris Die Cutting Corp (from all materials) Waterbury

Gas Range Conversion Burner
Holyoke Heater Corp of Conn Inc Hartford

Gas Scrubbers, Coolers and Absorbers
Peabody Engineering Corporation Stamford

Gauges
Bristol Co The (pressure and vacuum-recording automatic control) Waterbury
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford

Gears
Mitrametric Co The (blanked fine pitch) Torrington

Gears and Gear Cutting
Farrel-Birmingham Company Inc Ansonia
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford

Glass Blowing
Macalaster Bicknell Company New Haven

Glass Cutters
Fletcher-Terry Co The Forestville

Glass Machinery
Tavano Mfg Co Torrington

Gold & Silver Plating
Donham Craft Inc (on metals & plastics) Thomaston

Golf Equipment
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

Greeting Cards
A D Steinbach & Sons Inc New Haven

Grinding
Farrel-Birmingham Company Inc (Roll and Cylinderical) Ansonia
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

Grinding Heads—Internal
Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

Grinding Machines
Farrel-Birmingham Company Inc (Roll) Ansonia
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Grommets
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Waterbury

Ground Rubber Rolls
Saybrook Manufacturing Inc Old Saybrook

Guards for Machinery
Wheeler Co The G E New Haven

Hack and Band Saw Blades
Capewell Manufacturing Co The Hartford

Hammers—Carpenters and Machinests
Capewell Manufacturing Company Hartford

Hand Tools
Billings and Spencer Company (wrenches, sockets and shop tools) Hartford
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport

Hardness Testers
Wilson Mechanical Instrument Div American, Chain & Cable Company Inc Bridgeport

Hardware
Bassick Company The (Automotive) Bridgeport
Harlock Products Corp New Haven
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Mfg Co The Stamford

Hardware—Marine & Bus
Rostand Mfg Co The Milford

Hardware—Trailer Cabinet
Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Mfg Co The Stamford

Hat Machinery
Doran Bros Inc Danbury

Health Surgical & Orthopedic Supports
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

Heat Elements
Electroflex Heat Inc Hartford
Safeway Heat Elements Inc (woven wire resistance type) Middletown

Heat Exchangers
Whitlock Manufacturing Co The Hartford

Heat Treating
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The 1045 New Britain Ave Elmwood
Commercial Metal Treating Co Bridgeport
New Britain-Gridley Machine Division The New Britain Machine Co New Britain
Skene Co Inc The William A (metals) Bridgeport
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

(Advt.)

Heat-Treating Equipment
Autoyre Company The — Oakville
Barnes Co The Wallace Div Associated Spring Corp — Bristol
A F Holden Company The 52 Richard Street — West Haven (Main Plant)
Bauer & Company Inc — Hartford
Rolock Inc (Retorts, Muffles, etc.) — Fairfield
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave — Hartford

Heat Treating Fixtures
Rolock Inc (Trays, Baskets, etc.) — Fairfield
Wiretex Mfg Co Inc — Bridgeport

Heat Treating Salts and Compounds
A F Holden Company The 52 Richard Street — West Haven
Mitchell-Bradford Chemical Co — Bridgeport

Heaters—Electric
General Electric Company — Bridgeport

Heating and Cooling Coils
G & O Manufacturing Co — New Haven

Heating Elements
Hartford Element Co — Hartford

Heavy Chemicals
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)

Hex-Socket Screws
Bristol Company The — Waterbury
Holo-Krome Screw Corp The — West Hartford

High Frequency Alternators
Electric Specialty Co — Stamford

Highway Guard Rail Hardware
Malleable Iron Fittings Co — Branford

Hinges
Homer D Bronson Company — Beacon Falls

Hobs and Hobbings
ABA Tool & Die Co — Manchester
Parker Stamp Works Inc The — Hartford
Pratt & Whitney Co Inc (Die and Thread Milling) — West Hartford

Hoists
J-B Engineering Sales Co — New Haven

Hoists and Trolleys
Union Mfg Company — New Britain

Hose Fittings
Don Mfg Co J M — Naugatuck
Scovill Manufacturing Company — Waterbury

Hose—Flexible Metallic
American Brass Co American Metal Hose Branch — Waterbury

Hose Supporter Trimmings
Hawie Mfg Co The (So-Lo Grip Tabs) — Bridgeport

Hydraulic Brake Fluids
Eis Manufacturing Co — Middletown

Hydraulic Controls
Sperry Products Inc — Danbury

Hypodermic Needles
Roehr Products Company — Waterbury

Ice Buckets
B F Goodrich Sponge Products Division — Shelton

Inductors
C G S Laboratories Inc — Stamford

Industrial Chemicals
Foy Electro-Chemical Co — Ansonia

Industrial Chrome Plating
Mirror Polishing & Buffing Co — Waterbury

Industrial Displays
Sansone Co S Frederick (Designers Builders and Counselors) — Short Beach

Industrial Finishes
Chemical Coatings Corporation — Rocky Hill
United Chromium Incorporated — Waterbury

Industrial Tools—Powder Actuated
Remington Arms Company Inc — Bridgeport

Inks
Waterman Pen Company Inc — Seymour

Insecticides
American Cyanamid Company — Waterbury

Insulated Wire & Cable
Geneal Electric Company (for residential commercial and industrial applications) — Bridgeport
Kerite Company The — Seymour

Insulated Wire & Cable Machinery
Davis Electric Company — Wallingford

Instruments
Bristol Company The — Waterbury
J-B-T Instruments Inc (Electrical and Temperature) — New Haven
Manning Maxwell & Moore Inc — Stratford
Pratt & Whitney Co Inc (Precision Measuring) — West Hartford

Insulation
Gilman Brothers Co The — Gilman

Integrators
Reflectone Corporation The — Stamford

Interval Timers
Lux Clock Manufacturing Company — Waterbury
Rhodes Inc M H — Hartford

Jacquard
Case Brothers Inc — Manchester

Japanning
J H Sessions & Son — Bristol

Jig Borer
Moore Special Tool Co (Moore) — Bridgeport
Pratt & Whitney Co Inc — West Hartford

Jigs, Fixtures & Gages
Federal Machine & Tool Co — Bristol

Jig Grinder
Moore Special Tool Co (Moore) — Bridgeport

Keller Machines
Pratt & Whitney Co Inc — West Hartford

Key Blanks
Sargent & Company — New Haven
Yale & Towne Mfg Co The — Stamford

Labels
J & J Cash Inc (Woven) — South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles) — Naugatuck

Label Moisteners
Better Packages Inc — Shelton

Laboratory Equipment
Eastern Industries Inc — New Haven

Laboratory Supplies
Macalaster Bicknell Company — New Haven

Laces
American Fabrics Company The — Bridgeport
Wilcox Lace Corporation — Middletown

Laces and Nettings
Wilcox Lace Corporation The — Middletown

Lacquers & Synthetic Enamels
Chemical Coatings Corporation — Rocky Hill
I-Sis Chemicals Inc — Stamford
United Chromium Incorporated — Waterbury

Ladders
A W Flint Co — 196 Chapel St New Haven

Laminated Metal
Bridgeport Brass Company — Bridgeport

Lamps
Plume & Atwood Mfg Co The (metal oil) — Waterbury

Lampholders—Incandescent and Fluorescent
General Electric Company — Bridgeport

Lamp Shades
Verplex Company The — Essex

Lanterns—Battery Operated
Electrical Div Olin Mathieson Chemical Corp — New Haven

Lathes—Contin-U-Matic
Bullard Company, The (vertical multi-spindle-continuous turning type) — Bridgeport

Lathes—Man-Au-Trol
Bullard Company The — Bridgeport

Lathes—Mult-Au-Matic
Bullard Company The (vertical multi-spindle-indexing type) — Bridgeport

Lathes—Toolroom and Automatic
Pratt & Whitney Co Inc — West Hartford

Lathes—Vertical Turret
Bullard Company The (single spindle) — Bridgeport

Lead Plating
Christie Plating Co The — Groton

Leather
Norwich Leather Co — Norwich
Herman Roser & Sons Inc (Genuine Pigskin) — Glastonbury

Leather Dog Furnishings
Andrew B Hendryx Co The — New Haven
The Smith-Worthington Saddlery Co — Hartford

Leather Goods Trimmings
G E Prentice Mfg Co The — Kensington

Leather, Mechanical
Auburn Manufacturing Company The (packings, cubs, washers, etc) — Middletown

Letterheads
Lehman Brothers Inc (designers, engravers, lithographers) — New Haven

Levels—Machinist's Precision
Bullard Company The — Bridgeport

Light Assemblies
Saybrook Manufacturing Inc — Old Saybrook

Lighting Accessories—Fluorescent
General Electric Company — Bridgeport

Lighting Equipment
Fullerton Manufacturing Corp — Norwalk
Miller Co The (Miller, Duplexalite, Ivanhoe) — Meriden

Lines—Braided
Essex Mills Inc — Essex

Lime
New England Lime Company — Canaan

Lipstick Cases
Scovill Manufacturing Company — Waterbury

Lipstick Containers
Bridgeport Metal Goods Mfg Co — Bridgeport
Plume & Atwood Manufacturing Co — Waterbury

Lithographers
O'Toole & Sons Inc T — Stamford

Lithographing
Kellogg & Bulkeley A Division of Connecticut Printers Inc — Hartford
Lehman Brothers Inc — New Haven
A D Steinbach & Sons — New Haven

Locks—Banks
Yale & Towne Mfg Co The — Stamford

Locks—Builders
Eagle Lock Co The — Terryville
Sargent & Company — New Haven
Yale & Towne Mfg Co The — Stamford

Locks—Cabinet
Eagle Lock Co The — Terryville
Excelsior Hardware Co The — Stamford
Yale & Towne Mfg Co The — Stamford

Locks—Special Purpose
Eagle Lock Co The — Terryville
Yale & Towne Mfg Co The — Stamford

Locks—Suitcase
Eagle Lock Co The — Terryville

Locks—Suitcase and Trimmings
Excelsior Hardware Co The — Stamford

Locks—Trunk
Eagle Lock Co The — Terryville
Excelsior Hardware Co The — Stamford
Yale & Towne Mfg Co The — Stamford

Locks—Zipper
Excelsior Hardware Co The — Stamford

Loom—Non-Metallic
Wiremold Company The — Hartford

Lumber & Millwork Products
City Lumber Co of Bridgeport Inc — Bridgeport

Machetes
Collins Company The — Collinsville

Lubricants—High Pressure
Alpha Molykote Corp The — Stamford

Lubricants—Extreme Temperatures
Alpha Molykote Corp The — Stamford (Advt.)

Machine Design
Black Rock Mfg Company The — Bridgeport

Machine Tool Designers
R & S Company — New Britain

Machine Tools
Bullard Company The — Bridgeport
Pratt & Whitney Co Inc — West Hartford
Producto Machine Company The — Bridgeport

Machine Work
Black Rock Mfg Company The — Bridgeport
Farrel-Birmingham Company Inc — Ansonia
Fenn Manufacturing Company The (precision parts) — Newington
Hartford Special Machinery Co The (contract work only) — Hartford
National Sheradizing & Machine Co (job) — Hartford
Parker Stamp Works Inc The (Special) — Hartford
Swan Tool & Machine Co The — Hartford
Torrington Manufacturing Co The (special rolling mill machinery) — Torrington

Machinery
Fenn Manufacturing Company The (special) — Newington
Globe Tapping Machine Company (dial type drilling and tapping) — Bridgeport
Hallden Machine Company The (mill) — Thomaston
Torrington Manufacturing Co The (mill) — Torrington

Machinery—Automatic
Banthin Engineering Company (new and rebuilt) — Bridgeport

Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery Dealers & Rebuilders
Butwinik Brothers — New Haven
J L Lucas and Son — Fairfield
State Machinery Co Inc — New Haven

Machinery—Extruding
Standard Machinery Co The — Mystic

Machinery—Metal-Working
Fenn Mfg Co The — Newington
Waterbury Farrel Foundry & Machine Co The — Waterbury
Pratt & Whitney Co Inc — West Hartford

Machinery—Nut
Waterbury Farrel Foundry & Machine Co The (forming and tapping) — Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Wire Drawing
Fenn Mfg Co The — Newington
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Wire Straightening
Mettler Machine Tool Inc — New Haven

Machines
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) — Bridgeport
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) — Bridgeport
Patent Button Company The — Waterbury

Machines—Automatic
A H Nilson Mach Co The (Special) — Bridgeport

Machines—Automatic Chucking
Bullard Company The — Bridgeport
New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) — New Britain
Pratt & Whitney Co Inc (Potter & Johnson) — West Hartford

Machines—Brushing
Fuller Brush Co The — Hartford

Machines—Contin-U-Matic
Bullard Company The (verticle multi-spindle—continuous turning) — Bridgeport

Machines—Draw Benches
Fenn Manufacturing Company The — Newington

Machines—Forming
A H Nilson Mach Co The (four-slide wire and ribbon stock) — Bridgeport

Machines—Paper Ruling
John McAdams & Sons Inc — Norwalk

Machines—Pipe & Bolt Threading
Capewell Mfg Co The — Hartford

Machines—Precision Boring
New Britain-Gridley Machine Division The New Britain Machine Co — New Britain

Machines—Rolling
Fenn Manufacturing Company The — Newington

Machines—Slotting
Globe Tapping Machine Company The (High Production Screw Head Slotting) — Bridgeport
Waterbury Farrel Foundry & Machine Co The (screw head) — Waterbury

Machines—Spacing Table
Bullard Company The — Bridgeport

Machines—Special
Fenn Mfg Co The — Newington
Fuller Brush Co The — Hartford

Machines—Swaging
Fenn Manufacturing Company The — Newington

Machines—Thread Rolling
Hartford Special Machinery Co The — Hartford
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machines—Turks Head
Fenn Manufacturing Company The — Newington

Machines—Wire Drawing
Fenn Manufacturing Company The — Newington

Magnet Wire
Viking Wire Co Inc — Danbury

Manganese Bronze Ingot
Whipple and Choate Company — Bridgeport

Manicure Instruments
W E Bassett Company The — Derby

Marine Engines
Kilborn-Sauer Company (running lights and searchlights) — Fairfield
Lathrop Engine Co The — Mystic

Marine Equipment
Russell Manufacturing Company The (utility cord and accessory hardware) — Middletown
Wilcox-Crittenden Div North & Judd Mfg Co — Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The — New Haven

Marking Devises
Hoggson & Pettis Mfg Co The — New Haven
Parker Stamp Works Inc The (steel) — Hartford

Material Handling
Parsons Co Inc W A (tote pans) — Durham

Mats—Newspaper
Lockwood Sons Inc Wm H — Hartford

Mattresses
Waterbury Mattress Co — Waterbury

Metal Boxes
Parsons Co Inc W A (tool kits) — Durham

Metal Boxes and Displays
Durham Mfg Co The (Designing & Mfg to customers specifications) — Durham
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombilt containers and displays) — Durham
Charles Parker Co (sheet metal fabricators) — Meriden

Metal Cleaners
Apothecaries Hall Co — Waterbury
Enthone Inc — New Haven
Foy Electro-Chemical Co — Ansonia
MacDermid Incorporated — Waterbury

Metal Cleaning Machines
Colt's Manufacturing Company — Hartford

Metal Finishes
Enthone Inc — New Haven
Mitchell-Bradford Chemical Co — Bridgeport
United Chromium Incorporated — Waterbury

Metal Finishing
Hartford Industrial Finishing Co — Hartford
National Sheradizing & Machine Co — Hartford
Waterbury Plating Company — Waterbury

Metal Formings
Master Engineering Company — West Cheshire
Stanley Pressed Metal — New Britain

Metal Mouldings
Leed Co The H A — Hamden

Metalizing
Conn Metal Finishing Co — Hamden

Metal Novelties
H C Cook Co The — 32 Beaver St Ansonia

Metal Parts Washing Machines
Foy Electro-Chemical Co — Ansonia

Metal Plating—Gold & Silver
Donham Craft Inc — Thomaston

Metal Products—Stampings
American Brass Company The — Waterbury
Plume & Atwood Manufacturing Co — Thomaston
J H Sessions & Son — Bristol
Scovill Manufacturing Company (Made-to-Order) — Waterbury 91
Stanley Pressed Metal — New Britain

Metal Specialties
Excelsior Hardware Co The — Stamford

Metal Spinning
Moseley Metal Crafts Inc — West Hartford

Metal Stampings
American Brass Company The — Waterbury
Autoyre Co The (Small) — Oakville
Better Formed Metals Inc — Waterbury
DooVal Tool & Mfg Inc The — Naugatuck
Excelsior Hardware Co The — Stamford
Greist Mfg Co The — 503 Blake St New Haven
H C Cook Co The — 32 Beaver St Ansonia
Humason Mfg Co The — Forestville
Mohawk Mfg Co (threaded) — Middletown
J A Otterbein Company The (metal fabrications) — Middletown
J H Sessions & Son — Bristol
Patent Button Co The — Waterbury
G E Prentice Mfg Co The — Kensington
Plume & Atwood Mfg Co The — Thomaston
Saling Manufacturing Company — Unionville
Stanley Pressed Metal — New Britain
Swan Tool & Machine Co The — Hartford
Terryville Manufacturing Co — Terryville
Verplex Company The (Contract) — Essex
Waterbury Lock & Specialty Co The — Milford

Meters
Standard Meter Repair Co The — Shelton

Meters—Gas
Sprague Meter Company — Bridgeport

Meters—Parking
Rhodes Inc M H — Hartford

Microfilming
American Microfilming Service Company — New Haven

Milk Bottle Carriers
John P Smith Co The — 423-33 Chapel St New Haven

Mill Machinery
Torrington Manufacturing Company The — Torrington

Milling Machines
Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) — West Hartford
Rowbottom Machine Company Inc (cam) — Waterbury

Mill Products
Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) — Waterbury

Mill Supplies
Wilcox-Crittenden Div North & Judd Mfg Co — Middletown

Millwork
Hartford Builders Finish Co — Hartford

Miniature Precision Connectors
Gorn Electric Co — Stamford

Minute Minders
Lux Clock Mfg Co The — Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc — Waterbury

Mixing Equipment
Eastern Industries Inc — New Haven
Gabb Special Products Div The E Horton & Son Co — Windsor Locks

(Advt.)

Model Work
B & N Tool & Engineering Co (instruments and timing devices) Oakville

Mops
Fuller Brush Co The Hartford

Motor Control Centers
Distribution Assemblies Department, General Electric Co Plainville

Motor—Generator Sets
Electric Specialty Co Stamford

Motors—Electric Timing
Cramer Co Inc The R W Centerbrook

Motors—Synchronous
Cramer Co Inc The R W Centerbrook
Electric Specialty Co Stamford

Moulded Plastic Products
Butterfield Inc T F Naugatuck
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel) 114 Brewery St New Haven
Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford

Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Newspaper Mats
Lockwood Sons Inc Wm H Hartford

Nickel Anodes
Apothecaries Hall Co Waterbury

Nickel Silver
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
Sargent & Company New Haven
Yale & Towne Mfg Co Inc Stamford

Non-ferrous Metal Castings
Miller Company The Meriden
Charles Parker Co Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford

Oil Burners
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or Steam Atomizer) Stamford
Silent Glow Oil Burner Corp The 1477 Park St Hartford

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) South Norwalk
Whitlock Manufacturing Co The Hartford

Oils—Cutting
Anderson Oil Co Inc F E Portland

Open Knife Switches and Accessories
Trumbull Components Department, General Electric Co Plainville

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Otis Woven Awning Stripes
The Falls Company Norwich

Oven Brazing
Sight Light Div The American Machine & Foundry Co Deep River

Ovens—Electric
Bauer & Company Inc Hartford

Overhead Garage Doors
Wallingford Planing Mill Co Inc Yalesville

Package Sealers
Better Packages Inc Shelton

Packaging Machinery
Colt's Manufacturing Company (box making machinery, Trade mark "Rite Size") Hartford

Packaging & Packing
Mercer & Stewart Co The Hartford

Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet) Bridgeport

Padlocks
Sargent & Company New Haven
Waterbury Lock & Specialty Co The Milford
Yale & Towne Mfg Co Inc Stamford

Pads—Office
The Baker Goodyear Company New Haven

Paints and Enamels
Staminate Corp The New Haven

Panelboards—Lighting and Distribution
Distribution Assemblies Department, General Electric Co Plainville

Panelyte
Leed Co The H A Hamden

Panta
Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
Federal Paper Board Co Inc Montville, New Haven & Versailles
Gair Company Inc Robert Montville
Robertson Paper Box Co Montville
New Haven Pulp and Board Co The New Haven

Paper Box—Partitions
American Rondo Corporation (specialty partitions) Hamden

Paper Boxes
Atlantic Carton Corp (folding) Norwich
National Folding Box Co Div Federal Paper Board Co Inc (folding) New Haven & Versaille
New Haven Board and Carton Co The New Haven
Mills Inc H J Bristol
Robertson Paper Box Co (folding) Montville

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia

Paper Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell) Div Mystic

Parachute Cord
Essex Mills Inc Essex

Parallel Tubes
Sonoco Products Co (Climax-Lowell) Div Mystic

Parkerizing
Clairglow Mfg Company Portland

Parking Meters
Rhodes Inc M H Hartford

Parts
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished) Waterbury

Passenger Car Sander
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Pattern-Makers
Farrel-Birmingham Company Inc Ansonia

Penlights
Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
Andrew B Hendrix Co The New Haven

Phosphor Bronze
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Miller Company The (sheets, strips, rolls) Meriden
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photoflash Batteries
Electrical Div Olin Mathieson Chemical Corp New Haven

Photographic Equipment
Electrical Div Olin Mathieson Chemical Corp New Haven
Kalart Company Inc Plainville

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pins
CEM Company ("Spirol") Danielson

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Co (brass and Copper) Bridgeport
Chase Brass & Copper Co (red brass and copper) Waterbury
Howard Co (cement well and chimney) New Haven

Pipe Fitters Hand Tools & Pipe Threading Machines
Capewell Manufacturing Company Hartford

Pipe Fittings
Corley Co Inc Plainville
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (countersunk) West Hartford

Pipe Plugs—Socketed
Holo-Krome Screw Corp The West Hartford

Plastic Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) Ivoryton

Plastic Bottles
Plax Corporation Bloomfield

Plastic Buttons
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury

Plastic Film & Sheet Materials
Plax Corporation Bloomfield

Plastic Gems
Colt's Manufacturing Company Hartford

Plastic Lining Equipment
Comco Inc Div of Enthone Inc New Haven

Plastic Materials
American Cyanamid Co (Molding Compounds, Adhesives, Laminating Resins) Wallingford

Plastic Pipe and Fittings
Comco Inc Div of Enthone Inc New Haven

Plastic Molders
Plastic Molding Corporation Sandy Hook

Plastic Molding
Butterfield Inc T F Naugatuck
U S Plastic Molding Corporation Wallingford

Plastic—Moulders
Colt's Manufacturing Company Hartford
Conn Plastics Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The Watertown

Plastic Printing Plates
Lockwood Sons Inc Wm H Hartford

Plastic Wire Coating Materials
Electronic Rubber Co Stamford

Plastics
B F Goodrich Sponge Products Division Shelton
Humphrey Fabricating Corp (laminated, fabricated parts) Unionville
Naugatuck Chemical Division United States Rubber Co Naugatuck

(Advt.)

Plastics Machinery
Black Rock Mfg Company The — Bridgeport
Farrel-Birmingham Company Inc — Ansonia

Plastics Plated—Gold & Silver
Donham Craft Inc — Thomaston

Plastics—Moulds & Dies
Crown Tool & Die Co Inc — Bridgeport
Parker Stamp Works Inc The (for plastics) — Hartford

Plasticrete Bloc
Plasticrete Corp — Hamden

Platers
Acme Chromium Plating Co — New Haven
Christie Plating Co — Groton
City Plating Works — Bridgeport
Patent Button Co The — Waterbury
Water Plating Company — Waterbury
Chromium Process Company The (Chromium Plating only) — Derby

Platers' Equipment
Apothecaries Hall Company — Waterbury
Comco Inc Div of Enthone Inc — New Haven
Foy Electro-Chemical Co — Ansonia
Lea Manufacturing Co The — Waterbury
MacDermid Incorporated — Waterbury

Platers Metal
Plume & Atwood Mfg Co The — Thomaston

Plating
Christie Plating Co The (including lead plating) — Groton
City Plating Works Inc — Bridgeport
Conn Metal Finishing Co — Hamden
Superior Plating Co — Bridgeport

Plating on Metals & Plastics
Donham Craft Inc — Thomaston

Plating Processes and Supplies
Enthone Inc — New Haven
United Chromium Incorporated — Waterbury

Plumbers' Brass Goods
Bridgeport Brass Co — Bridgeport
Keeney Mfg Co The (special bends) — Newington
Scovill Manufacturing Company — Waterbury 48

Plumbing Specialties
Risdon Manufacturing Co John M Russell Div — Naugatuck

Pneumatic Machinery
Bourne Tool & Die Co (built, designed & tooled) — Watertown

Pole Line Hardware
Malleable Iron Fittings Co — Branford

Police Equipment
The Smith-Worthington Saddlery Co — Hartford

Polishing
Mirror Polishing & Buffing Co — Waterbury

Polishing & Buffing
General Polishing & Buffing — Bridgeport

Poly Chokes
Poly Choke Company The (a shotgun choking device) — Tarriffville

Postage Meters
Pitney Bowes Inc — Stamford

Potentiometers—Electronic
Bristol Company The — Waterbury

Precision Electronic Chassis
Saybrook Manufacturing Inc — Old Saybrook

Precision Machine Tool Spindles
Whitnon Manufacturing Co (for milling, grinding, boring & drilling) — Farmington

Precision Manufacturing
Newton Co The (aircraft parts) — Manchester

Precision Revolving Machinery
Whitnon Manufacturing Co — Farmington

Precision Springs & Wire Forms
Rowley Spring Co Inc The — Bristol

Prefabricated Buildings
City Lumber of Bridgeport Inc The — Bridgeport

Premium Specialties
Waterbury Companies Inc — Waterbury

Preservatives—Wood, Rope, Fabric
Darworth Incorporated ("Cuprinol") ("Cellu-san") — Simsbury

Press Papers
Case Brothers Inc — Manchester

Presses
Farrel-Birmingham Company Inc (Hydraulic) — Ansonia

Presses—Molding
Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic) — Mystic

Presses—Power
Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation) — Simsbury
Waterbury Farrel Foundry & Machine Co The — Waterbury

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) — South Norwalk
Whitlock Manufacturing Co The — Hartford

Printing
Bussmann Press Inc — New Haven
Case Lockwood & Brainard A Division of Connecticut Printers Inc — Hartford
Finlay Brothers — Hartford
Heminway Corporation The — Waterbury
Hildreth Press — Bristol
Hunter Press — Hartford
Lehman Brothers Inc — New Haven
Taylor & Greenough Co The — Wethersfield
T B Simonds Inc — Hartford
A D Steinbach & Sons — New Haven
The Walker-Rackliff Company — New Haven

Printing Machinery
Banthin Engineering Co (automatic) — Bridgeport
Thomas W Hall Company — Stamford

Printing Plates
Lockwood Sons Inc Wm H — Hartford

Printing Rollers
Chambers-Storck Company Inc The (engraved) — Norwich

Production Control Equipment
Ripley Company Inc — Middletown

Profilers
Pratt & Whitney Co Inc — West Hartford

Propellers—Aircraft
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) — Windsor Locks

Protective Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) — Ivoryton
Harrison Company The A S (Waxes) — South Norwalk

Publishers
O'Toole & Sons Inc The — Stamford

Pumps
Yale & Towne Mfg Co The — Stamford

Pumps—Small Industrial
Eastern Industries Inc — New Haven

Pump Valves
Colt's Manufacturing Company — Hartford

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St — New Haven

Putty Softeners—Electrical
Fletcher Terry Co The — Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling) — Waterbury

Radiation—Finned Copper
Bush Manufacturing Co — West Hartford
G & O Manufacturing Company The — New Haven
Vulcan Radiator Co The (steel and copper) — Hartford

Radiators—Engine Cooling
G & O Manufacturing Co — New Haven

Radiographic Inspection
State Testing Laboratory — Bridgeport

Ratchet Offset Screw Driver
Chapman Co J W — Durham

Rayon Staple Fiber
Hartford Rayon Corp The — Rocky Hill

Reamers
Pratt & Whitney Co Inc (All types) — West Hartford

Recorders
Bristol Co The (automatic controllers, temperature, pressure, flow, humidty) — Waterbury

Reduction Gears
Farrel-Birmingham Company Inc — Ansonia
Snow-Nabstedt Gear Corp The — New Haven

Refractories
Howard Company — New Haven
Mullite Refractories Company The — Shelton

Refrigeration
Bowser Techanical Refrigeration Div Bowser Inc (high altitude, low temperature) — Terryville
Bush Manufacturing Co The — West Hartford

Regulators
Norwalk Valve Company (for gas and air) — South Norwalk
Sorensen & Company Inc — Stamford

Research & Development
Raymond Engineering Laboratories (Electro-Mechanical) — Middletown

Resistance Wire
C O Jeliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum) — Southport
Kanthal Corporation The — Stamford

Respirators
American Optical Company Safety Products Division — Putnam

Retainers
Hartford Steel Ball Co The (bicycle & automotive) — Hartford

Riveting Machines
Grant Mfg & Machine Co The — Bridgeport
Ripley Company Inc — Middletown
H P Townsend Manufacturing Co The — Elmwood

Rivets
Blake & Johnson Co The (brass, copper and non-ferrous) — Waterville
Clark Brothers Bolt Co — Milldale
Plume & Atwood Mfg Co The — Thomaston
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) — Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron) — Bridgeport

Rods
American Brass Company The (copper, brass, bronze) — Waterbury
Bridgeport Brass Company — Bridgeport
Bristol Brass Corp The (brass and bronze) — Bristol
Scovill Manufacturing Company (aluminum, brass, bronze, etc.) — Waterbury

Rollers—Bituminous Paving
Gabb Special Products Div E Horton & Son Company — Windsor Locks

Roller Skate Wheels
Raybestos Division of Raybestos-Manhattan Inc — Bridgeport

Roller Skates
Arms and Ammunition Div Olin Mathieson Chemical Corp — New Haven

Rolling Mills & Equipment
Farrel-Birmingham Company Inc — Ansonia
Fenn Mfg Co The — Newington
Precision Methods & Machines Inc — Waterbury
Waterbury Farrel Foundry & Machine Co The — Waterbury

Rolls
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) — Ansonia

Rope Wire
American Steel & Wire Div of U S Steel — New Haven

Rubber—Cellular
B F Goodrich Sponge Products Division — Shelton

Rubber Chemicals
Naugatuck Chemical Division United States Rubber Co — Naugatuck
Stamford Rubber Supply Co The (Vulcanized Vegetable Oils) ("Factice") — Stamford

Rubber Cutting Machinery
Black Rock Mfg Company The — Bridgeport

Rubberized Fabrics
Duro-Gloss Rubber Co The — New Haven

Rubber Footwear
Goodyear Rubber Co The — Middletown

Rubber Gloves
Seamless Rubber Company The — New Haven

(Advt.)

Rubber—Handmade Specialties
Seamless Rubber Company The New Haven

Rubber Latex Compounds and Dispersions
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck

Rubber—Latex Foam
B F Goodrich Sponge Products Division Shelton

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber—Molded Specialties
Airex Rubber Prod Corp Portland
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber Products
Airex Rubber Prod Corp Portland

Rubber Printing Plates
Lockwood Sons Inc Wm H Hartford

Rubber Products—Mechanical
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber—Reclaimed
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubbers
Naugatuck Chemical Div U S Rubber Co (special synthetic) Naugatuck

Rubbish Burners
John P Smith Co The 423-33 Chapel St New Haven

Rust Preventives
Anderson Oil Co Inc F E Portland
Enthone Inc New Haven

Rust Removers
Enthone Inc New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Clothing
American Optical Company Safety Products Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Products Division Putnam

Safety Goggles
American Optical Company Safety Products Division Putnam

Safety Switches
Trumbull Components Department, General Electric Co Plainville

Saw Blades—Hack
Capewell Mfg Co The Hartford

Saw Blades—Hack & Band
Capewell Manufacturing Company Hartford

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven

Scissors
Acme Shear Company The Bridgeport

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Products
Accurate Screw Products Inc (B & S Swiss & Davenports) Southington
Apex Tool Co Inc The Bridgeport
Auto Electric Screw Machine Co Inc Bridgeport
Blake & Johnson Co The Waterville
Consolidated Industries West Cheshire
Dependable Automatic Screw Co Waterbury
Eastern Machine Screw Corp The Truman & Barclay Sts New Haven
Fairchild Screw Products Inc Winsted
Franklin Screw Machine Co The (up to 1½" capacity) Hartford
Garthwait Mfg Co A E (up to and incl ½") Waterbury
Greist Mfg Co The (Up to 1½" capacity) New Haven
Horberg Grinding Industries Inc (Heat treated and ground type only) 19 Staples Street Bridgeport
Humason Mfg Co The Forestville
Junior Screw Machine Products Inc West Haven
Lowe Mfg Co The Wethersfield
Main Screw Machine Products (davenport & automatics exclusively) Waterbury

Screw Machine Products (Cont.)
Meriden Precision Screw Products Co Meriden
National Automatic Products Company The Berlin
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
New Haven Screw Machine Prods Inc (up to 1½" capacity) Milford
Olson Brothers Company (up to ¾" capacity) Plainville
Olson & Sons R P Southington
Peck Spring Co The Plainville
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
United Screw Machine Co Thomaston
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls) West Hartford
Somma Tool Co (precision circular form tools) Waterbury

Screws
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford
Blake & Johnson Co The (machine and wood) Waterville
Bristol Company The (socket set and socket cap screws) Waterbury
Clark Brothers Bolt Co Milldale
Eagle Lock Co The Terryville
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury 91
Superior Manufacturing Co The Winsted

Screws—Socket
Allen Manufacturing Company The Hartford
Bristol Co The Waterbury
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc Shelton

Service Entrance Equipment
Trumbull Components Department, General Electric Co Plainville

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven
Merrow Machine Co The (Industrial) Hartford
Singer Manufacturing Company The (industrial) Bridgeport

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Sheet Metal Products
American Brass Co The (brass and copper) Waterbury
Dresser Products Inc (Fabricators) Canaan
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Charles Parker Co (sheet metal fabricators) Meriden
Parsons Co Inc W A (fabricators) Durham
Plume & Atwood Mfg Co The Thomaston
United Manufacturing Co Division of The W L Maxson Corp Hamden

Sheet Metal Stampings
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
Dresser Products Inc Canaan
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Shell Cores
Victors Brass Foundry Inc Guilford

Shell Molding
Victors Brass Foundry Inc Guilford

Shells
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury
Wolcott Tool and Manufacturing Company Inc Waterbury

Shipment Sealers
Better Packages Inc Shelton

Showcase Lighting Equipment
Wiremold Company The Hartford

Signals
H C Cook Co The (for card files) 32 Beaver St Ansonia

Signs
Berger Sign Co (neon electric-porcelain enamel-stainless steel) Hartford

Silk Screen Process Printing
Norton Co B H New Haven

Silk Screen Printing
Sirocco Screenprints New Haven

Silk Screening on Metal
Merriam Mfg Co (Displays and Specialties, to order) Durham

Silver & Gold Plating
Donham Craft Inc (on metals & plastics) Thomaston

Simulators
Reflectone Corporation The Stamford

Sintered Metal Products
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Scovill Manufacturing Company (GRIPPER zippers) Waterbury

Slings
American Steel & Wire Div of U. S. Steel New Haven

Smoke Stacks
Bigelow Company The (steel) New Haven
Norwalk Tank Co The South Norwalk

Snap Fasteners
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Special Machinery
Banthin Engineering Company (complete and/or parts) Bridgeport
Boesch Mfg Co Inc Danbury
Black Rock Mfg Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Federal Machine & Tool Co Bristol
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford
H P Townsend Mfg Company The Elmwood
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford

Special Parts
Fenn Mfg Co The Newington
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol

Spinnings
Gray Manufacturing Company The Hartford

Spline Milling Machines
Townsend Mfg Co The H P Elmwood

Sponge Rubber
B F Goodrich Sponge Products Division Shelton

Spotwelding
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

Spray Painting Equipment and Supplies
Lea Manufacturing Co The Waterbury

Spring Coiling Machines
Torrington Manufacturing Co The Torrington

Spring Presses
Townsend Mfg Co The H P Elmwood

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Barnes Co The Wallace Div Associated Spring Corp Bristol

Springs—Coil & Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Newcomb Spring Corp The Southington
New England Spring Manufacturing Company Unionville
Peck Spring Co The Plainville

Springs—Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville

Springs—Furniture
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

(Advt.)

Springs—Wire
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
D R Templeman Co (coil and torsion) Plainville
J W Bernston Company (coil and torsion) Plainville
Newcomb Spring Corp The Southington

Springs, Wire & Flat
Autoyre Company The Oakville

Sprinklers
Scovill Manufacturing Company (GREEN SPOT) Waterbury

Stamped Metal Products
American Brass Company The Waterbury

Stampings
C & H Mfg Co Inc Watertown
Donahue Mfg Co Inc Watertown
DooVal Tool & Mfg Inc The Naugatuck
Foursome Manufacturing Co Bristol
Plume & Atwood Mfg Co The (small) Thomaston
Saybrook Manufacturing Inc Old Saybrook
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled) Waterbury
Stanley Pressed Metal New Britain

Stampings—Small
Acme Shear Co The Bridgeport
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L Bristol
Bristol Spring Manufacturing Co Plainville
Greist Manufacturing Co The New Haven
Humason Mfg Co The Forestville

Stamps
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker Stamp Works Inc The (steel) Hartford

Stationery Specialties
American Brass Company The Waterbury

Steel
Stanley Works The (cold rolled strip) New Britain

Steel Castings
Farrel-Birmingham Company Inc Ansonia
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron) Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Barnes Co The Wallace Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Ulbrich Stainless Steels Wallingford
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
American Steel & Wire Div of U S Steel New Haven
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order)

Steel—Hot Rolled Strip
Northeastern Steel Corp Bridgeport

Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford

Steel Strapping
Stanley Works The New Britain

Stereotypes
New Haven Electrotype Div Electrographic Corp New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Storage Batteries
R A E Storage Battery Mfg Co Glastonbury

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Structural Mouldings
Leed Co The H A Hamden

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Refractories Company The Shelton

Surface Metal Raceway & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Swaging Machinery
Fenn Mfg Co The Newington

Switchboards
Distribution Assemblies Department, General Electric Co Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Switches—Electric
General Electric Company Bridgeport

Synthetic Resins
American Cyanamid Co (Textile Resins, Paper Resins) Waterbury

Tabulating Equipment—Manual
Denominator Company Inc Woodbury
Veeder-Root Incorporated Hartford

Tanks
Bigelow Company The (steel) New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined) New Haven
Connecticut Welders Inc (steel, alloy & lined) Wallingford
Foy Electro-Chemical Co (Metal & Plastic) Ansonia
Norwalk Tank Co The South Norwalk
Rolock Inc (Alloy) Fairfield
Storts Welding Company (steel and alloy) Meriden

Tap Extractors
Walton Company The West Hartford

Tape
Russell Manufacturing Company The (woven cotton and woven glass tape) Middletown

Tapes—Industrial Pressure Sensitive
Seamless Rubber Company The New Haven

Tape Recorders
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Tape Recorder Magazines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Taps
Pratt & Whitney Co Inc West Hartford

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
Bristol Co The Waterbury

Telephone Answering & Recording Machines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Television—Radio
Junior Screw Machine Products Inc West Haven

Testers-Insulation
McNeal J D New Haven

Testers—Insulation Wire & Cable
Davis Electric Company Wallingford

Testers—Non-Destructive
Sperry Products Inc Danbury

Textile Machinery
Merrow Machine Co The 2814 Laurel St Hartford

Textile Printing Gums
Polymer Industries Inc Springdale

Textile Processors
American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville

Thermometers
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Stratford

Thermostats
Bridgeport Thermostat Company Inc (automatic) Bridgeport

Thin Gauge Metals
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Max Pollack & Co Inc Groton and Willimantic
Wm Johl Manufacturing Co Mystic

Thread Chasers
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

Thread Gages
Pratt & Whitney Co Inc West Hartford

Thread Milling Machines
Pratt & Whitney Co Inc West Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford

Threading Machines
Grant Mfg & Machine Co The (double and automatic) Bridgeport

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook
Rhodes Inc M H Hartford

Timing Devices
B & N Tool & Engineering Co (development and model work) Oakville
R W Cramer Company Inc The Centerbrook
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Tokens
Scovill Manufacturing Company (bus, street car and subway fare) Waterbury

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tool Hardening
Commercial Metal Treating Co Bridgeport

Tools
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Oakville
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven

Tools & Dies
C & H Mfg Co Inc Watertown
Lambro Tool-Die & Mfg Co Bridgeport
Metropolitan Tool & Die Hartford
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures
Greist Mfg Co The New Haven

Tools, Dies, Jigs & Fixtures
Lyons Tool & Die (modelwork, jig boring) Meriden
O.S.A. Manufacturing Co Plainville
Otterbein Co J A Middletown
Riverside Mfg Co Inc The New Haven
Telke Tool & Die Mfg Co New Britain

Tools, Fixtures, Gauges
Fredericks Tool Co J F West Hartford

Toroidal Winding Machines
Boesch Mfg Co Inc Danbury

Totalizers
Reflectone Corporation The Stamford

Toys
Geo S Scott Mfg Co The Wallingford
Gilbert Co The A C New Haven
Gong Bell Co The East Hampton
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Tramways
American Steel & Wire Div of U S Steel New Haven

Transformers
Berkshire Transformer Corp The New Milford
Dano Electric Company Winsted

Trucks—Commercial
Metropolitan Body Company (International Harvester truck chasis and "Metro" bodies) Bridgeport

Trucks—Industrial
George P Clark Co Windsor Locks

Truck—Lift
Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
Excelsior Hardware Co The (lift) Stamford

Tube Bending
Donahue Mfg Co Inc Watertown

Tube Clips
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

Tube Fittings
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube) Waterbury

Tubers
Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic

Tubes—Collapsible Metal
Sheffield Tube Corp The New London (Advt.)

Tubing
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scoville Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Flexible Metallic
American Brass Co Metal Hose Branch Waterbury

Tubing—Heat Exchanger
American Brass Company The Waterbury
Scovill Manufacturing Company Waterbury 91

Tumbling Barrels
Henderson Bros Co The Waterbury

Tumbling Equipment & Supplies
Esbec Barrel Finishing Corp Beyram
Foy Electro-Chemical Co Ansonia

Tumbling Service
Esbec Barrel Finishing Corp Meriden

Turntables
Macton Machinery Company Inc (industrial & display) Stamford

Typewriters
Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

Typewriters—Portable
Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford and Bridgeport

Ultrasonic Processing Equipment
General Ultrasonics Co The Hartford

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers
American Thermos Bottle Co Norwich

Vacuum Cleaners
Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valve Discs
Colt's Manufacturing Company Hartford

Valves—Automobile Tire
Bridgeport Brass Company Bridgeport

Valves
Norwalk Valve Company (sensitive check valves) South Norwalk

Valves—Radiator Air
Bridgeport Brass Company Bridgeport

Valves—Relief & Control
Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief
Manning Maxwell & Moore Inc Stratford

Vanity Boxes
Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Thomaston
Scovill Manufacturing Company Waterbury

Vapor Degreasing Machines
Foy Electro-Chemical Co (Manual & Automatic) Ansonia

Varnishes
Staminite Corp The New Haven

Vegetable Peelers
Colt's Manufacturing Company Hartford

Velvets
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington
Leiss Velvet Mfg Co Inc The Willimantic
Velvet Textile Corporation The (Velveteen) West Haven

Venetian Blinds
Findell Manufacturing Company Manchester
Jennings Company The S Barry New Haven
New England Shade & Blind Co Inc Durham

Venetian Blind Tape
Russell Manufacturing Company The (woven cotton and woven plastic) Middletown

Ventilating Equipment
Foy Electro-Chemical Co Ansonia

Ventilating Systems
Colonial Blower Company Plainville

Vertical Shapers
Pratt & Whitney Co Inc West Hartford

Vibrators—Pneumatic
Branford Co The (industrial) New Haven

Vinyl Extrusion & Moulding Compounds
Electronic Rubber Co Stamford

Vises
Charles Parker Co The Meriden
Fenn Manufacturing Company The (Quick-Action Vises) Newington
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Wall Paper
Stamford Wall Paper Co Inc Stamford

Washers
American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Blake & Johnson The (brass, copper & non-ferrous) Waterville
Clark Brothers Bolt Co Milldale
Humphrey Fabricating Corp Unionville
Plume & Atwood Mfg Co The (brass & copper) Thomaston
J H Rosenbeck Inc Torrington
Saling Manufacturing Company (made to order) Unionville

Washers—Felt
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Watches
E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Heaters
Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric
Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene
Holyoke Heater Corp of Conn Inc Hartford

Waxes
Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor
Fuller Brush Co The Hartford

Wedges
Saling Manufacturing Company (hammer & axe) Unionville

Welding
Connecticut Welders Inc (fabrication & repairs) Wallingford
Farrel-Birmingham Company Inc Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

Welding—Lead
Connecticut Welders Inc (tanks & coils) Wallingford
Storts Welding Company (tanks and fabrication) Meriden

Welding Rods
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Bristol Brass Co The (brass & bronze) Bristol

Wells
Church Co The Stephen B Seymour

Wheels—Industrial
George P Clark Co Windsor Locks

Wicks
Auburn Manufacturing Company The (felt, asbestos) Middletown
Holyoke Heater Corp of Conn Inc Hartford

Wiffle Ball
Wiffle Ball Inc The New Haven

Window & Door Guards
Hartford Wire Works Co The Hartford
Smith Co The John P New Haven

Window Shades
New England Shade & Blind Co Inc Durham

Wiping Cloths
Federal Textile Corporation New Haven

Wire
American Brass Company The Waterbury
American Steel & Wire Div of U S Steel New Haven
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The (hair spring) North Haven
Bridgeport Brass Company (brass and silicon bronze) Bridgeport
Bristol Brass Corp The (brass & bronze) Bristol
Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
Platt Bros & Co The (zinc wire) P O Box 1030 Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable
General Electric Company (for residential, commercial and industrial applications) Bridgeport
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wire Arches & Trellises
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Baskets
Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth
Hartford Wire Works Co The Hartford
C O Jeliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Rolock Inc (Alloy) Fairfield
Smith Co The John P New Haven

Wire Dipping Baskets
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Drawing Dies
Waterbury Wire Die Co The Waterbury

Wire Forming Machinery
Torrington Manufacturing Company The Torrington

Wire Formings
Autoyre Co The Oakville
G E Prentice Mfg Co The Kensington
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Turner & Seymour Manufacturing Co The Torrington
Verplex Company The Essex

Wire Forms
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Co Bristol
Gemco Manufacturing Co Inc Southington
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Templeman Co D R Plainville
Terryville Manufacturing Co Terryville

Wire Goods
American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Products
Clairglow Mfg Company Portland
Humason Mfg Co The Forestville
Plume & Atwood Mfg Co The (to order) Thomaston

Wire Reels
A H Nilson Mach Co The Bridgeport

Wire Rings
American Buckle Co The (pan handles and tinners' trimmings) West Haven
Humason Mfg Co The Forestville
Templeman Co D R Plainville

Wire Rope and Strand
American Steel & Wire Div of U S Steel New Haven

Wire—Specialties
Andrew B Hendryx Co The New Haven

Wiring Devices
Harvey Hubbell Inc Bridgeport

Wiring Harnesses
Sight Light Div The American Machine & Foundry Co Deep River

Wood Scrapers
Fletcher-Terry Co The Forestville

Woodwork
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woven Felts—Wool
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns
Aldon Spinning Mills Corporation The (fine-wollen and specialty) Talcottville
Ensign-Bickford Co The (jute-carpet) Simsbury
Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville

Zinc
Platt Bros & Co The (ribbon, strip and wire) P O Box 1030 Waterbury

Zinc Castings
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

Introducing Your New Products

(Continued from page 14)

Obviously, this list is incomplete. You will think of many others. Plan your program for at least eighteen months. There is usually a surge in the sale of a new product followed by a sharp drop-off in sales. The initial sale is misleading because it reflects the filling of a pipe line (dealers inventories, etc.). Your true sales picture should show up by the end of the eighteen months period.

Some Tips For Market Planning

It is wise to market test your product if possible. Such a test should tell you whether or not your product will sell under normal sales conditions and should evaluate the effectiveness of various types of sales and advertising appeals.

You will find it easier to introduce your new product to one market at a time. Each market has it peculiarities and, research as you will, many of these will show up only after you have begun to sell your product.

Lather • Fragrance • Safety

Premium antiseptic liquid soap

Balmaseptic

For washroom and shower
Contains Hexachlorophene

Clear, brilliant Balmaseptic rubs up quickly into handfuls of fragrant lather. Cleanses energetically, yet does not irritate the skin—does not chap. Regular use keeps the hands surgically clean: *the HEXachlorophene puts the HEX on bacteria.* Balmaseptic dispenses neatly—stores perfectly: does not turn cloudy or rancid, regardless of climate. Exceeds forthcoming U.S.P. Specifications for Hexachlorophene liquid soap

For free sanitary survey of your premises consult your Dolge service man.

Dependable DOLGE
WESTPORT, CONNECTICUT

Sometimes it is difficult to foresee the markets for a new product. One simple way to find markets is to publicize the product in trade papers that specialize in announcing new products. As you look over the inquiries that come in, you may find several unsuspected uses for your product.

American business is currently investing billions of dollars in product research and development. Many millions of this are being spent each year by small businesses who must make and sell new products in order to stay alive—yet the odds against the success of any new product are staggering. Market research methods can reduce these odds considerably.

If your new product is ready to go on the market and you want expert advice, hire the services of reliable marketing consultants. They have had experience with similar problems and can help you.

If you are undertaking a long-range program and expect to introduce many new products, hire a trained market research man for your staff. After he becomes familiar with your product line, his knowledge of market research techniques will be of great value to you. The American Marketing Association maintains a list of consultants and available market research men. You can get in touch with the association through the Manufacturers Association of Connecticut.

If you must become your own marketing "expert", there are many sources of information near you. If your local library has a technical section, it will probably include many books and pamphlets on marketing and market research. The Small Business Administration has prepared some excellent books which belong in every business library. Among these are *New Product Introduction For Small Business Owners* by Peter Hilton and *Developing and Selling New Products* by Gustav E. Larson. These are available from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D.C. The former costs 30¢ and the latter will cost you 40¢. We can't think of a better investment.

Service Section

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HERE'S all the dictating you're likely to do in a full week at the office—recorded on five little belts of plastic.

They're DICTABELTS—the exclusive dictation records of the Dictaphone TIME-MASTER dictating machine. The *real cost*? Less than any other dictating medium! DICTABELT *economy* is only one reason why more people buy TIME-MASTER than all other dictating machines combined.

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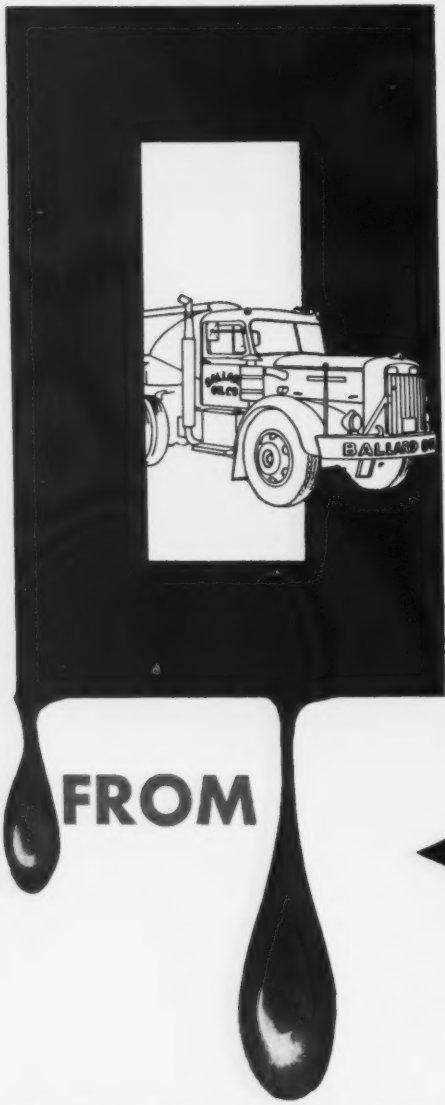

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